

November 2025 Issue

Have You Registered? Gray, Gray & Gray's In-Person Year End Planning Seminar

Thursday, November 13th In-Person: Gray, Gray & Gray's Canton Office

Registration, Breakfast & Networking: 8:00 am - 9:00 am Seminar Sessions: 9:00 am - 12:00 pm



Please join us at our Canton, MA office on Thursday, November 13th, as we celebrate 80 years of providing reliable information, trustworthy guidance, and enduring relationships. This year's seminar theme reflects our commitment to clarity, relevance, and informed action - values that have shaped our firm since its founding 80 years ago and will help us pave the way forward for you.

As the world changes around us, we are on a mission to deliver clear, objective insights to guide your strategic decision-making. This is the perfect opportunity to reflect, learn, and prepare for the future with a fresh perspective. See below for more information on the seminar topics.

REGISTER NOW



Gray, Gray & Gray Featured in LP Gas Magazine



Gray, Gray & Gray's Energy team was excited to take part in the LP Gas Growth Summit last month and is equally proud to be featured in the October issue of LP Gas magazine! Catch a glimpse at Partner Marty Kirshner, and Business Development Manager Carl Kaplan's one-on-one meetings with propane retailers on the magazine inside cover. Plus, details of the recent FuelExchange deal - Townsend Energy Acquires Bartlett & Steadman- are highlighted on page 12. Thank you to LP Gas magazine for including us!

CHECK OUT THE FULL ISSUE HERE



We are GRAYteful! Gray, Gray & Gray Offices Will Be Closed Thanksgiving Week (November 24-28, 2025)

As we look ahead to the future, the Gray, Gray & Gray team is more GRAYteful than ever for the opportunities to continue building strong partnerships with our clients and team members. Celebrating 80 years is not just a reflection on our past, but a springboard for the innovation, collaboration, and growth we are committed to delivering in the years to come. By focusing on people first, delivering exceptional service, and leveraging our decades of experience, we are excited to help drive ongoing success for our clients and team today and into the future.

In recognition of our team's dedication and the importance of work-life balance, **Gray, Gray** & **Gray's offices will be closed for the entire week of Thanksgiving, from Monday, November 24th through Friday, November 28th.** This pause allows our team to rest, recharge and return energized to support your goals.

We wish our clients and friends of the firm a wonderful Thanksgiving holiday season. Thank you for being an essential part of our journey. We look forward to achieving even greater things together in the year ahead!



Thanks for Joining Us!

From conducting presentations and sharing knowledge, to networking and learning from others in the industry, the Gray, Gray Gray team was honored to participate in a variety of industry events in 2025. In addition, thank you to all those who have spread the word about our Annual Energy & Propane Industry Survey results, including diving deeper into these survey insights through various speaking engagements and webinars. Thanks for joining us at the following events and many other association meetings.



- Cargas Energy Summit
- Eastern Energy Expo
- LP Gas Growth Summit
- NEFI Heat Show
- NPGA Benchmarking Council Meetings
- NPGA Southeastern Convention & International Propane Expo
- NYPGA Conference
- PPA Fall Energy Conference & Annual Meeting
- SEPA Annual Convention
- Southern New England Energy Conference
- TPGA Crossroads Propane Expo & Conference



Gray, Gray & Gray Champions Community Spirit at 21st Annual Canton Road Race

The energy was high and the community spirit even higher as a dedicated team from Gray, Gray & Gray laced up their running shoes for the 21st annual Canton Road Race. The team joined nearly 500 participants in a day filled with friendly competition, camaraderie, and giving back.



"Our involvement in the Canton Road Race is about more than running – it's about strengthening the bonds within our community," said Jim DeLeo, MBA, CPA/MST, Leading Partner at Gray, Gray & Gray. "It's inspiring to see our team members, neighbors and friends come together for a cause that directly benefits so many local organizations. The impact we make together is truly rewarding."

READ THE FULL PRESS RELEASE





The Hidden Growth Engine: Why Every SMB Needs a Comprehensive Business Assessment

As a business owner, do you often find yourself trapped in reactive mode – putting out fires, chasing immediate revenue and managing day-to-day operations without stepping back to see the bigger picture? While this approach might sustain short-term survival, it rarely creates the foundation for sustainable growth and long-term success. The solution lies in conducting a



comprehensive business assessment that examines your organization's people, processes and systems with the same rigor that Fortune 500 companies apply to their operations.

READ THE FULL ARTICLE





Announcing New Gray, Gray & Gray Team Members

We are pleased to welcome the following new Gray, Gray & Gray team members.



Juliana Agnitti Tax Staff Accountant



Anastasios Aslanidis Tax Staff Accountant



Ailish Barry
Sage Intacct
Senior Consultant



Sairy Gonzalez-Amador
Tax
Staff Accountant



Cameron Winters Audit Staff Accountant





Do you have a colleague that would like to receive our news?

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