



September 2024 Issue

The Results Are In! Gray, Gray & Gray's 33rd Annual Energy & Propane Industry Survey

We are pleased to announce the release of this year's Energy & Propane Industry Survey results! This year, we introduced our 33rd annual Energy Industry Survey, an efficient survey experience which continued providing companies like yours with key benchmarking data for their present and future success. With a greater focus on two important and timely topics – workforce development and key business concerns, such as electrification, our 2024 survey helped to establish the most up-to-date industry benchmarks and the standards by which company performance is measured. We were pleased to once again partner with Angus Energy, a respected energy services firm, who provided additional operational insights to supplement survey responses, and with the Propane Education & Research Council (PERC), a nonprofit that provides leading propane safety and training programs.

We invite you to download the complete results online today and compare these "industry average" results with the performance of your own business.



2024 ENERGY SURVEY

2024 ENERGY
SURVEY RESULTS



2024 PROPANE SURVEY

2024 PROPANE
SURVEY RESULTS

For additional information or help in using the survey results to measure your company's performance, please contact Gray, Gray & Gray's Energy team at (781) 407-0300.



Senate Fails to Pass Tax Relief Bill, Leaving Significant Tax Code Changes Unrealized

Despite months of negotiations and debate, the U.S. Senate failed to pass HR 7024, titled the "Tax Relief for American Families and Workers Act of 2024." The bill's failure means that several proposed changes to the U.S. tax code will not be implemented, affecting both individuals and businesses. This outcome particularly impacts rules on research and development (R&D) expenditures and bonus depreciation.



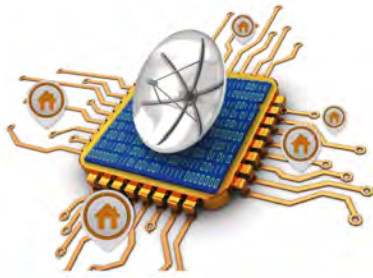
For businesses, the failure of HR 7024 means that current tax rules will remain in place. These unchanged provisions may result in higher tax liabilities for many businesses, potentially limiting capital available for investment and growth.

LEARN MORE



Oil & Energy Magazine features "5 Important KPIs for Fuel Delivery Companies" article By Gray, Gray & Gray's Marty Kirshner

Using delivery data to improve company operations.



For a propane or heating oil company, monitoring and measuring the right key performance indicators (KPIs) is crucial for ensuring the success and growth of the business. Here are five critical KPIs to focus on.

[READ THE FULL ARTICLE](#)



Upcoming Events

We are pleased to announce our participation at the following events.

LP Gas Growth Summit
September 17 - 19, 2024
Reunion Resort, Orlando, FL



Gray, Gray & Gray is proud to be a partner for the 2024 LP Gas Growth Summit, an exclusive buyer/seller networking event in which propane retailers learn ways to diversify their offerings, improve efficiencies and grow gallons. As a partner, we look forward to the opportunity to take part in one-on-one meetings and other networking activities, building relationships with retailers and other industry professionals.

Southern New England Energy Conference
September 23 - 24, 2024
Newport Marriott, Newport, RI

Gray, Gray & Gray is excited to announce our participation in this month's Southern New England Energy Conference. We hope to see you on Monday, September 23rd from 2:15 - 3:15 pm as our very own Marty Kirshner and Bryan Pearce present "How to Create a Successful Game Plan for Business Growth in the Next 2-5 Years". Marty and Bryan will share the critical ingredients of how to build an actionable plan for strategic growth, including the results of Gray, Gray & Gray's industry-leading survey, showing how to incorporate industry metrics into your plans.



And More!

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Simplifying Audit Preparation with Sage Intacct

As financial software consultants, we have seen firsthand how challenging and time-consuming audit preparation can be for businesses. Gathering information from various departments, locations, and accounts can be a daunting task, especially when using disparate systems and manual processes. However, with the advent of advanced enterprise software platforms like Sage Intacct, audit preparation has become faster, easier, and more accurate than ever before.



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Bitcoin: Increasingly Popular, But Proceed With Caution



Interest in cryptocurrencies is once again rising as a result of recent regulatory actions and the record high price achieved by the most popular cryptocurrency, Bitcoin. A longstanding debate continues, however: Can Bitcoin and other cryptocurrencies play a role as alternative forms of currency, worthy of investment? Or are they merely financial products subject to high levels of price volatility and speculation?

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Competition: The Best Way to Sell Your Business

Selling a company is a complex process. It tends to be a multidisciplinary effort that requires expertise in mergers & acquisitions (M&A), finance, law, tax and accounting, and other areas. Pre-transaction planning is critical, as is post-transaction wealth management. Since most business owners sell only once in a lifetime, it is virtually impossible for a business owner to have knowledge of all the areas required to successfully sell a business for maximum value and optimal terms. This is where an investment banker can be helpful.



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