



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

**Have You Heard? This year's Energy & Propane Industry Survey results have been released!** 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.

## LPGas Summit 2024 Recap

Our Energy Team enjoyed their time at last week's LP Gas Growth Summit! We were proud to serve as a partner for this industry event, taking part in meaningful one-on-one meetings and other networking activities, building relationships with retailers and other industry professionals.



## Upcoming Events

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

### **Southern New England Energy Conference**

**September 23 - 24, 2024**

Newport Marriott, Newport, RI

Gray, Gray & Gray is excited to announce our participation in this week'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.



---

**Pennsylvania Petroleum Association Webinar Series: The Numbers Tell the Story: Analyzing the 2024 Energy Industry Survey**  
**October 1, 2024**  
**9:00 AM - 10:00 AM EDT**



There is no easy day for an energy marketer. The challenges facing heating oil and propane companies in Pennsylvania – and across the country – are many faceted and seem to be growing by the day. That's the takeaway from Gray, Gray & Gray's 2024 Energy Industry Survey, a nationwide poll which has taken the pulse of energy dealers for the past 33 years. Nationally recognized management advisor Marty Kirshner will review this year's survey results, what they mean for dealers in Pennsylvania, and what guidance they can deliver for strategic planning.

[REGISTER HERE](#)

---

And More!



---

## Save the Date! Gray, Gray & Gray's 2024 Year End Planning Seminar

We are pleased to announce this year's seminar, **Striving for Greater Success in 2025: Adapting and Innovating for the Year Ahead**. *What can you do to make 2025 your best year ever?* The future is what you make it, and we're here to help! Gray, Gray & Gray's Year End Planning Seminar will fire you up for 2025 with information and inspiration designed to give you a head start on developing the strategies and tactics to grow and prosper in the New Year.

**Thursday, December 5, 2024 at Gray, Gray & Gray's Canton Office**  
**Registration, Breakfast & Networking: 8:00 am - 9:00 am**

Seminar Sessions: 9:00 am - 12:00 pm

Stay tuned for more event details and registration coming soon.




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

**SUBSCRIBE**

Gray, Gray & Gray, LLP | [www.gggllp.com](http://www.gggllp.com) | 781.407.0300



 Share This Email

The information contained in this communication (including any attachments and/or re-directs to other online sources) is not intended or written to be used, and cannot be used, for the purpose of avoiding penalties under the Internal Revenue Code.

Copyright © 2024. All Rights Reserved.

Gray, Gray & Gray, LLP | 150 Royall Street Suite 102 | Canton, MA 02021 US