

# Around the Energy Industry in 180 Minutes...

Thursday, May 10, 2018

Registration: 1:00 pm

Seminar Sessions: 1:30 pm

Cocktail reception and networking will follow.



## GRAY GRAY & GRAY®

Gray, Gray & Gray has assembled the energy industry's most innovative local leaders to provide expert insight and actionable recommendations to help you plan for a stronger, more profitable future for your business. Please join us on May 10th for the following sessions.

### Gray, Gray & Gray Energy Survey Results

*Presented by Joe Ciccarello and Marty Kirshner, Gray, Gray & Gray*

Be among the first to get the results of the energy industry's most comprehensive survey. How will your company's performance measure up? We'll look at the challenges of the past heating season and the lessons that can be applied to next year.

### Update on Government Regulations

*Presented by Michael Ferrante, MEMA*

Get the latest update on important state and federal regulations as well as legislation impacting heating oil, biofuel blending, diesel, propane and gasoline.

### The Impact of the New Tax Law on Energy Companies

*Presented by Brad Carlson and Kelly Berardi, Gray, Gray & Gray*

How will the most comprehensive tax overhaul in 40 years affect your corporate and personal taxes?

### Break

Take a few minutes to relax and stretch. This is also a great time to explore Gray, Gray & Gray's cloud accounting solution, offering you real-time access to financial data and allowing you to make more informed decisions for your business.

### Protecting Your Energy Business from Cyber Threats

*Presented by Bobby Garrett, Gray, Gray & Gray*

Denial of service. Phishing. Ransomware. You need to be aware of the many types of cyber attacks that can threaten your company and customers, and discover ways to combat online criminals.

### Acquisition Market Update

*Presented by Steve Abbate, Cetane Associates*

Acquisitions continue to be a great way to grow and diversify a retail energy business. Our market update will review the current trends regarding structure of offers, value ranges and some surprising changes related to customer mix. We have received fifty-eight offers on eight fuel companies in the last two years. Find out why some purchasers were successful and others missed the mark.

### Panel Discussion: Succession Planning

*Moderated by Joe Ciccarello, Gray, Gray & Gray*

*Panelists: Craig Snyder (BantamWesson), Tom & Chuck Holden (Holden Oil), Mark, Matt & John Allen (W.H. Riley & Sons)*

Owners seeking to make a profitable exit, and next generation leaders looking to take control of the family business will both benefit from our panelists' experience and expertise. Craig Snyder will explain how incorporating a joint venture into succession planning can accelerate the process. This will be followed by real-life examples of succession planning in energy companies. A must-attend event for any energy business contemplating a transition.

## REGISTER NOW

Attendance is free, but seating is limited. Please reserve your place by registering today.

#### Online:

[www.gggcpas.com/2018EnergySummit](http://www.gggcpas.com/2018EnergySummit)

#### Via email:

[beyondthenumbers@gggcpas.com](mailto:beyondthenumbers@gggcpas.com)

#### By phone:

Laura Pollis at 781.407.0300

