

# **Customer Centrix LLC**

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**Letter of Comment No: 4747**  
**File Reference: 1102-100**

May 25, 2004

Robert H. Herz, Chairman  
Order Department, Financial Accounting Standards Board  
401 Merritt 7, P.O. Box 5116  
Norwalk, CT 06856-5116

## **Director of Major Projects—File Reference No. 1102-100**

Dear Chairman Herz:

Today, companies can decide how they want to reward employees without government involvement. Stock options is one avenue available, allowing businesses to create a powerful and loyal workforce that further assists in the growth of the company. I can't believe that the government would even consider turning this growth-creating asset into a stumbling block for American businesses by implementing even more regulation.

I'm sure everyone at the FASB understands you don't know how much a stock option costs a company until somebody actually exercises that option. It is a basic principle of accounting. In allowing the mandatory expensing of stock options, U.S. companies would be forced into a wasteful guessing game. In its enthusiasm for corporate reform, the FASB seems to have forgotten sanity.

I am confident you will see the downside of the mandatory expensing of stock options as small business owners across America see them. We don't need regulations that will hamper economic growth and put an end to the growth of exciting new technologies and businesses. You would be interfering with how a business owner and employee agree on compensation. I urge you to help fight these unnecessary and burdensome measures.

Sincerely,



Scott Price