

Len Tatore

From: Carin Taylor [cmtaylor@cisco.com]
Sent: Friday, April 23, 2004 2:11 AM
To: Director - FASB
Cc: savestockoptions@cisco.com
Subject: Re File Reference No. 1102-100

Letter of Comment No: 1574
File Reference: 1102-100

Dear Chairman Robert H. Herz,

Please do not sign the plan to treat stock options as an expense.

In a time where the economy is not strong, particularly in the IT industry, incorporating a plan to expense stock options would be the wrong decision for many people in this country, and for the country itself. Over the past 10 or so years, it has been stock options that have allowed people like myself to buy homes, cars, get out of sticky financial situations, and help to support the community more so than if the stock options had not been made available.

In a time of hardship for many people in this country, taking away the little perks people are allowed at this time, will do the country more harm than good. There are many companies who are deciding to send operations offshore which means fewer jobs for people in the US. There are also many companies who cannot afford to give employees raises, and have not been able to do so for several years now. For the people that have been able to survive the challenges that come along with an unstable economy, it has been stock options that have been able to pull people through some of the most difficult times in their lives.

Allow me to share a story with you.....

A very close friend of mine found out her father was diagnosed with cancer. Her father had been laid off, and did not have insurance. Her mother had also lost her job, and this family was faced with financial hardship. With no income, bills began to stack up, mortgage payments became extremely late, and her parents house was about to be auctioned off because they could not make their mortgage payment. Additionally her brother, father of 3 small children with a wife that was forced to stay home because they could not afford the high cost of daycare, was also laid off from a job that he had worked at for 14 years.

ONLY because this woman worked for a company that provided stock options was she in a position to get her family back on their feet. Although she was trying to build a nest egg for her own family, getting her parents and brothers family back on their feet was her first priority. Thanks to stock, she was able to do this. If she had not had access to the extra funds the stock provided, her father would not have recieved health care, nor would her brother have been able to provide for his family.

You may think, "so what". But please note this is not the story of one, but the story of tens of thousands of people in this country due to what has happened economically over the past several years. Please do not take away the only lifeline many of us have left.

Please do not sign the plan to treat stock options as an expense.

Sincerely,
Carin Taylor

4/23/2004