Decision Makers Software Inc

John Mancino

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

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

Letter of Comment No: 3114 File Reference: 1102-100

Dear Chairman Herz,

In a successful business, especially a small one, the need to invest in the future often means a company does not have a surplus in current operating funds that will allow them to reward exceptional performance with exceptional salary increases. With stock options, employers can reward exceptional performance by giving exceptional employees a larger share of the future they are helping to build. It creates no strain on current expenses and gives employees the incentive to do even better.

That is why this latest move by the FASB is puzzling to say the least. By asking us to expense the stock options we provide before they have even been traded in, the FASB is asking us to look into the future to find out what the price of the stock will be then. How can we realistically do that? In trade, small businesses will have to rely on fake accounting to 'guesstimate' how much it will truly cost. How is that helping business?

Of all the issues the FASB has to face in its busy schedule, I know that my letter might not account for a lot---so I want to thank you for your time in reading this. I urge you to vote no on this proposal on behalf of so many business owners who might not even know it's an issue yet! Thank you again---in advance.

