



**Schwartz Brothers Insurance**  
**Schwartz Benefit Services, Inc.**

October 21, 2010 500 West Madison Street, Suite 2700, Chicago, Illinois 60661 Tel 312.630.0800 Fax 312.630.0833

Financial Accounting Standards Board  
401 Merritt 7  
PO Box 5116  
Norwalk CT 06856-5116  
Attn: Technical Director – File Reference No. 1820-100  
(Via U.S. Mail and Electronic Mail)

**Re: Comments on the FASB and IASB Exposure Draft on Revenue Recognition from Contracts with Customers**

Dear FASB Technical Director,

As a surety producer providing credit to the construction industry, I am extremely interested in the Boards' project on revenue recognition, and it is my desire to ensure that high-quality accounting for the construction industry is maintained.

I have significant concerns over how the new standard may be applied to my customers. The current guidance in the Exposure Draft for recognizing revenue at the "performance obligation" level presents significant challenges for us and carries the very real risk of adverse economic effects on our industry stemming from an inferior method of revenue recognition. The inherent subjectivity of the prescribed process for identifying and allocating revenue to performance obligations will lead to less consistency and transparency in the financial reporting process in the industry. The inherent subjectivity also opens the door to financial engineering and outright manipulation. There are significant concerns in the surety community about any approach that diminishes consistency and increases subjectivity. As a result, surety credit will become marginally more difficult to obtain in the future in order to offset the risks associated with inferior accounting rules.

I believe the reason that the Boards are hearing negative feedback from the construction industry has to do with the fact that the proposed revenue recognition rules are divorced from economic reality. But, I also believe that it is possible, with relatively modest refinements to the guidance under the proposed standard, to align the revenue recognition rules with economic reality.

Specifically, I request that the Boards recognize that in most cases, all construction activities for a given project are highly interrelated and have overall risks which are inseparable. Therefore, construction companies lack a basis for determining the price at which they would sell the components of a contract separately and as such characteristics of distinct profit margin will not be met (in most cases) and hence there are typically no more than a single performance obligation for most construction contracts. This is how construction companies manage their businesses, while sureties provided credit on a contract by contract basis. It is thus inappropriate to try to determine revenues on any basis other than at the contract level.

I concur with the guidance in the Exposure Draft regarding continuous transfer and believe it is appropriately reasoned.

With respect to determining the contract price, I believe that variable consideration (i.e. bonuses or penalties) should be excluded from the calculation of contract revenue until such time as their realization is reasonably assured. Until that time, the inclusion is highly subjective and as a matter of course, I believe that most users of financial statements will not want to see such amounts included in revenue until their realization is reasonably assured.

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While I appreciate the Boards' efforts to create a single standard to apply to virtually all industries and transactions, I maintain a belief that the key principals of the proposed standard need to be interpreted in such a way to preserve the key tenets of SOP 81-1. Otherwise, the Boards run the very real risk of creating inferior account rules when applied to the construction industry

Finally, please consider this a request that private companies be given at least on additional year to comply with the proposed standard once it becomes effective for public companies.

Sincerely,

A handwritten signature in cursive script that reads "Julie Wood". The signature is written in dark ink and is positioned above the typed name.

Julie Wood  
Schwartz Brothers insurance Agency, Inc.