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Letter of Comment No: 22/2 File Reference: 1102-100

From: jorge.juliao@sbcglobal.net

Sent: Sunday, May 02, 2004 1:54 AM

To: Stacey Sutay
Cc: Jorge Juliao

Subject: Proposed Rule Change on Stock Option Expensing/Rule # 1102-100

To: FASB

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I am writing to urge FASB to reject the proposed rule requiring stock option expensing. I am an employee of EFI, a high tech company in Silicon Valley.

Stock options give employees at all levels a stake in the success of our companies, not just the executives. They encourage the hard work and entrepreneurial spirit that fuel innovation, increase productivity and boost shareholder returns.

Owning options makes me feel like I have a real stake in the success of my company and increases my dedication and long-term commitment to my work. People at my company work like they are owners, with enthusiasm and very long hours, something that will not be the case if they receive only a salary. Stock option programs are also good for shareholders because employees are rewarded only if our company's stock value increases. In the past, my stock options have enabled me to improve my quality of life in meaningful ways. Even when options are "underwater," I feel personally tied to the success of my company.

I am concerned that mandatory expensing of stock options could cause my company to reconsider how it allots options to employees. I don't think this is good for me and I don't think this is good for my company as it could destroy one of the great motivational rewards of our hard work/high risk industry.

Thank you for your consideration of this appeal.

Sincerely,

Jorge Juliao Senior Software Engineer EFI (650) 357-3615