

From: [Cathy Mrosko](#)
To: [Director - FASB](#)
Cc: [Cathy Mrosko](#)
Subject: Comment Letter- File Reference No. 1820-100
Date: Friday, October 22, 2010 3:15:50 PM

Mr. Russell Golden
Technical Director
File Reference No. 1820-100
Financial Accounting Standards Board
401 Merritt 7 Corporate Park
cNorwalk, Connecticut 06856-5116

Dear Mr. Golden:

On behalf of the National Systems Contractors Association (NSCA), I am responding to the joint Financial Accounting Standards Board (FASB) and International Accounting Standards Board (IASB) Exposure Draft on Revenue Recognition (Topic 605). Our organization is very concerned about how our members will be affected if this exposure draft were to become a part of the construction industries' generally accepted accounting principles:

1. The most critical component of generally accepted accounting principles is to produce financial statements that will meet the needs of the users of those statements. One of the most important users of our financial statements is the surety industry. Certain members of the surety industry say they will NOT embrace the proposed changes and expect they will require contract data from the construction industry in the same manner as is currently provided to them, essentially ignoring the proposed guidelines.
2. It is universally agreed by industry stakeholders, including our contractor firms, that the proposed changes will increase financial statement complexity, add administrative costs and reduce the standardization of methodologies in reporting, thereby, reducing financial statement credibility. The majority of our membership is small business and the additional administrative costs will place additional burdens and obstacles on businesses already struggling to stay in business. Resources will have to be allocated to meet these new requirements, taking away time and staff from business that would enhance and grow the sustainability of small integration firms.
3. The lack of clarity under these proposed changes will lead to a wide range of subjective markers to break down "performance obligations" within each contract. This is further complicated with the prevalence of

change orders at various stages of the typical construction contract. Construction industry financial statements would then contain results that differ greatly from period to period, contract to contract, and company to company. A requisite for competing in today's economic environment is a "level playing field," and these proposed changes would eliminate same, enabling or even encouraging certain competitors to take advantage of the lack of clarity in guidance.

It is clear that the FASB and IASB have the best intentions in mind, but we do not believe this Exposure Draft meets the intended objectives as applied to the commercial construction industry. It would only serve to confuse the end users of the financial statements, increase contractors' costs and provide a means by which financial results could be manipulated. Moreover, the standards proposed in the Exposure Draft do not fully consider the underlying operations and needs of commercial construction companies, who should be afforded an exception if these standards are approved, permitting the continued use of SOP 81-1 instead of adopting the new standard. Thirty-years of consistency and the universal acceptance of the percentage of completion method under SOP 81-1 should not be ended because there is a desire to achieve a "one size fits all" approach that does not consider the end users of our financial statements.

Additionally, we are concerned that many organizations, companies, and contractors/construction firms that this would affect are not aware of this Exposure Draft. Smaller organizations such as NSCA were just notified of this proposal.

Thank you for your consideration and the opportunity to share these comments.

Sincerely,

Cathryn Mrosko
Director of Government Affairs
National Systems Contractors Association

Cathy Mrosko
Director of Government Affairs and Industry Outreach
NSCA
571-263-9800 (voice)

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