

Minimize Risk Maximize Revenue

Reed Electronics Group

Thursday, July 6, 2006



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The Contrarian

Welcome to our blog. I plan to cast a critical eye on business, management and technology issues in the electronics industry. At least twice a week, I intend to challenge conventional wisdoms and offer different ways of looking at things. I want to hear your contrarian ideas, too. So let it rip.

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Stock option karma

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As you idle your way through the Fourth of July holiday, chew on this with your beer and hot dogs: Silicon Valley high tech employees are, on average, the highest paid tech workers in California, which probably makes them the highest paid in the country. Yet, their bosses have fallen behind East Coast executives.

A [report released by the AeA](#), a trade association representing all segments of high technology, reveals that the San Jose area pays the highest annual average wage of all California technology centers -- \$126,700.

Meanwhile, Equilar, which tracks executive compensation trends, reports that [total CEO compensation at 150 largest Silicon Valley companies](#) did not keep pace with other CEOs in 2005. It fell 13.1 percent from 2004 to 2005. The main reason: The declining value of new stock option awards, which fell nearly 35 percent year to year.

Maybe this is karmic payback for the growing stock option scandal in the electronics industry.

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