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October 3, 2022

The Honorable Peter Welch  
U.S. House of Representatives  
2187 Rayburn House Office Building  
Washington, D.C. 20515

The Honorable Lance Gooden  
U.S. House of Representatives  
1722 Longworth House Office Building  
Washington, D.C. 20515

Dear Representatives Welch and Gooden:

On behalf of NFIB, the nation's leading small business advocacy organization, I write in support of H.R. 8874, the *Credit Card Competition Act of 2022*. This legislation will inject much-needed competition into the credit card processing market by allowing small businesses the freedom to choose between multiple processing networks.

The *Credit Card Competition Act of 2022* allows small businesses the ability to choose between at least two credit card network options to process transactions. This legislation injects competition into the credit card processing market and reins in rapidly rising "swipe fees" charged to small businesses that accept credit cards. In a recent NFIB member ballot, 92% of NFIB members believe that small business owners should have the right to choose among multiple credit card processing networks.<sup>1</sup>

Small business owners operate on razor-thin profit margins, which have been increasingly cut into in recent years as "swipe fees" have increased. Small businesses do not have the market power to negotiate with large credit card companies on "swipe fees," which have more than doubled since 2012.<sup>2</sup> This problem has been exacerbated by pervasively-high inflation, which acts as a multiplier as "swipe fees" are a percentage of each sale.<sup>3</sup> H.R. 8874 will harness the power of competition to give small business owners real choices when it comes to credit card processing networks. This competition will force networks to compete for business the same way that small businesses must compete for customers every day.

NFIB thanks you for introducing this bill and looks forward to working with you to advance this important legislation in the 117<sup>th</sup> Congress.

Sincerely,

A handwritten signature in black ink that reads "Kevin Kuhlman".

Kevin Kuhlman  
Vice President, Federal Government Relations  
NFIB

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<sup>1</sup> *Mandate*, vol. 578, NFIB Member Ballot, March 2021, *Should small businesses have the right to choose among multiple credit card processing networks?* (Yes: 92% No: 1% Undecided: 7%).

<sup>2</sup> AnnaMaria Andriotis, *Visa, Mastercard Prepare to Raise Credit-Card Fees*, Wall Street Journal, March 8, 2022, <https://www.wsj.com/articles/visa-mastercard-prepare-to-raise-credit-card-fees-11646743166>.

<sup>3</sup> Holly Wade, *Small Business Economic Trends Survey*, NFIB Research Center, August 2022, <https://assets.nfib.com/nfibcom/SBET-August-2022.pdf>.