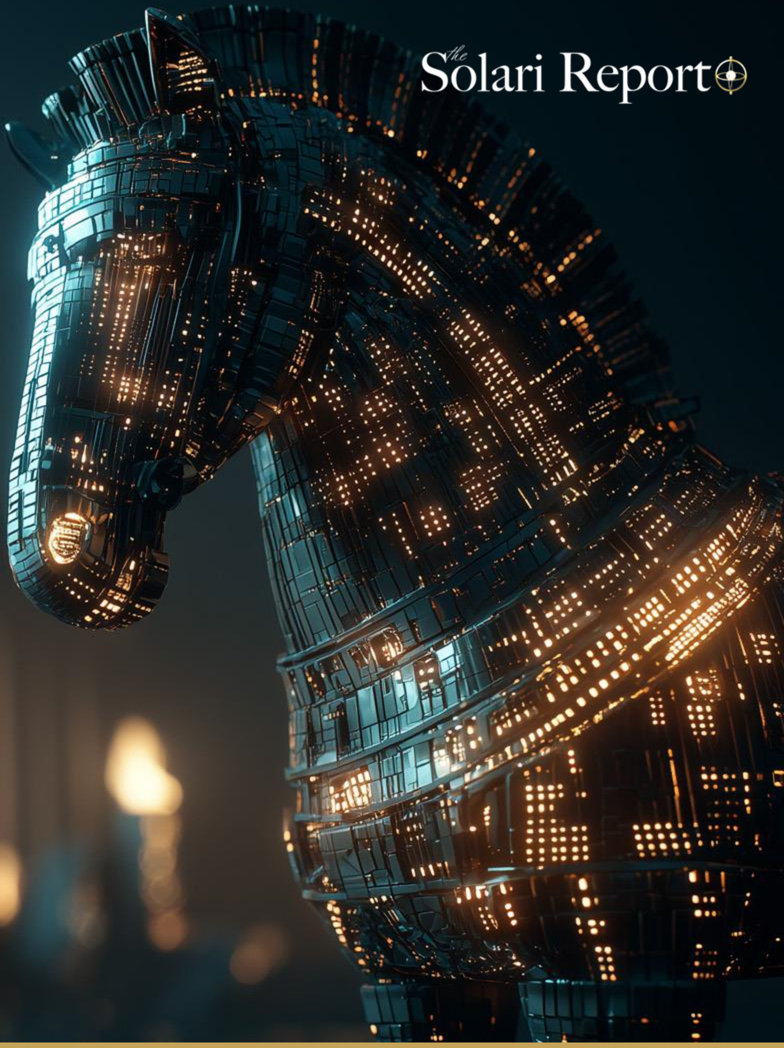
the Solari Report

Briefing for State Leaders:

The Importance of Cash



Financial Transaction Freedom Briefing

July 30, 2026

2:00 - 4:00 PM Eastern

Our Panelists

The Solari Report

Host

Elizabeth Murphy

Leading Solari's Financial Transaction
Freedom Legislative Initiatives

Our Panelists

The Solari Report

Presenters

Susan Luschas

Team Cash, Solari Inc.

Rep. Heather Scott

Idaho State Representative

Our Panelists

Panelists

Catherine Austin Fitts

CEO, Solari Inc.

David Liechty, Esq.

Attorney, Solari Inc.

Carolyn Betts, Esq.

General Counsel, Solari Inc.

Presentation Overview

The Solari Report

I

The Hidden Costs of Non-Cash Payments

II

Cash: It Takes All of Us

III

Cash Legislation

IV

Q&A

SECTION

I

The Hidden Costs of Non-Cash Payments

What Every Payment Method Costs

Every purchase carries a cost. Merchants pay a different transaction cost depending on how the customer pays.

Payment Method	Typical Merchant Cost
Cash	No processing fee*
ACH / Bank Transfer	$0.20 – $1.50 per transaction
Debit Card	~0.5 – 1.0%
Credit Card	~1.5 – 3.5%
Mobile Payment Apps	~1.9 – 2.9% + fixed fee
Buy Now, Pay Later	~2.0 – 8.0%

LARGEST BNPL PROVIDER

- **Klarna: 5.99% + ~$0.30 per transaction**
- For merchants under $5M annual volume.
- Roughly double a standard card-processing rate.

**Cash still requires handling, counting, security, and bank deposits — but no payment-network processing fees.*

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Why Credit Cards Cost More

A credit-card transaction passes through multiple parties — each takes a portion of the fee.

Merchant → **Payment Processor** → **Card Network** → **Card Issuer**

What drives merchant cost up

- Premium rewards cards
- Online and phone purchases (higher fraud risk)
- Card-not-present transactions

RESULT

- **Merchants often pay 2 – 3.5% of every sale.**
- The more intermediaries, the higher the cost.

What Is Buy Now, Pay Later?

BNPL lets customers split a purchase into interest-free installments.

Example: How a $200 transaction works:

1. The merchant (brick and mortar or online) registers with the BNPL provider.
2. At checkout, the customer selects BNPL for a $200 purchase.
3. Instant approval — a soft credit check, in about 2 seconds.*
4. Merchant is paid $200 less fees = $187.72 within 2–3 days.
5. Customer repays $50 every 2 weeks (4 payments, 0% interest).**
6. Merchant bears no payment risk — the provider absorbs losses.

**Longer-term, higher-dollar BNPL plans may use a hard credit pull and a different merchant fee*
*** Customers are often given multiple payment plans to choose from.*

The BNPL Trade-off

+20–40%
conversion lift

+45–68%
higher order value

75%
of ages 18–34 use BNPL

Why merchants love it

- Immediate payment, in full
- Zero payment risk — provider absorbs losses (fraud protection shifted to BNPL vendor)
- 20–40% higher conversion; 45–68% higher order values
- Cost: 5.99% + $0.30 — about double Stripe's rate

Consumer risk

- Missed payments can severely damage credit scores
- Can encourage buying beyond one's means
- Higher return rates — 25–30% vs. an 18% average

Cash vs. Digital: A $100 Purchase

Cash

$100

merchant keeps

Full amount at the register. No processor fees; handling and deposit costs come later.

Debit Card

~$99

merchant keeps

Merchant keeps roughly $99 after processing.

Premium Credit

~$97

merchant keeps

Merchant may receive only about $97 after fees.

Bottom line: the more payment intermediaries involved, the higher the transaction cost.

Credit Card Swipe-Fee Calculations

Question: how much does South Dakota send to California (Visa), New York (Mastercard & Citibank), and Illinois (Discover)?

Assumptions/sources:

- Credit-card processing fee: 2.5%, debit fee: 1% [1]
- Percentage of in-person cash payments: 17%, debit: 40%, and credit: 38% [2]
- Share of retail sales that are e-commerce: 19.5% [3]
  - assume all are credit card sales
- Population from census.gov [4]
- Capital One retail statistics from 2024 [3]

Sources: [1] NerdWallet.com; [2] Federal Reserve 2025 Diary of Consumer Payment Choice; [3] Capital One 2026 Retail Statistics; [4] US Census Bureau 2025 Population Estimates

Credit Card Swipe-Fee Results: Highest Numbers per Person

State	Total Swipe Fees (2024)	Swipe Fees per Person
South Dakota	$633M	$677 / person
Washington, D.C.	$285M	$411 / person
New Hampshire	$480M	$339 / person
USA Overall	$118B	$339 / person
Colorado	$2.0B	$326 / person
Maine	$450M	$318 / person
New Jersey	$3.0B	$309 / person

Credit Card Swipe-Fee Results: States of Interest

State	Total Swipe Fees (2024)	Swipe Fees per Person
USA Overall	$118B	$339 / person
South Dakota	$633M	$677 / person
Ohio	$3.2B	$273 / person
Tennessee	$2.0B	$267 / person
Idaho	$524M	$258 / person

Reducing Transaction Costs

Consumers and businesses can lower payment costs by:

1. Using cash or debit when practical.
2. Using ACH (bank transfers) for large or recurring payments.
3. Avoiding unnecessary foreign-transaction and currency-conversion fees when traveling.
4. Remembering that choices that feel “free” to the consumer still carry real costs.

SECTION

II

Cash: It Takes All of Us

I Believe: Cash Is the Solution to Digital Control

- A gold-backed currency won’t save us.
- City Council can’t save us.
- Legislative bills can’t save us.
- The Governor can’t save us.
- Congress won’t save us.
- Trump won’t save us.

The only Saviour is many of us using cash every day, all of the time.

The South Dakota Cash Lady

- I am a nobody citizen from South Dakota.
- I have promoted cash in South Dakota for the last few years — sometimes successfully, sometimes not so much …
- I am not afraid. I keep turtling.

Cash Goals: It’s Going to Take All of Us!

- Use cash every day. Pay by check if you can’t use cash.

  - No excuses for things < $100, like gas & groceries!

- Refuse to shop at businesses that don’t take cash.

Additional Things I've Done to Promote the Use of Cash

- Hand out cash with stickers on the back.
- Cash Halloween, Cash Easter, Cash Christmas.
- Cash Little Free Library (from another Solari subscriber!).
- Promote businesses that offer a cash discount.
- Legislation.

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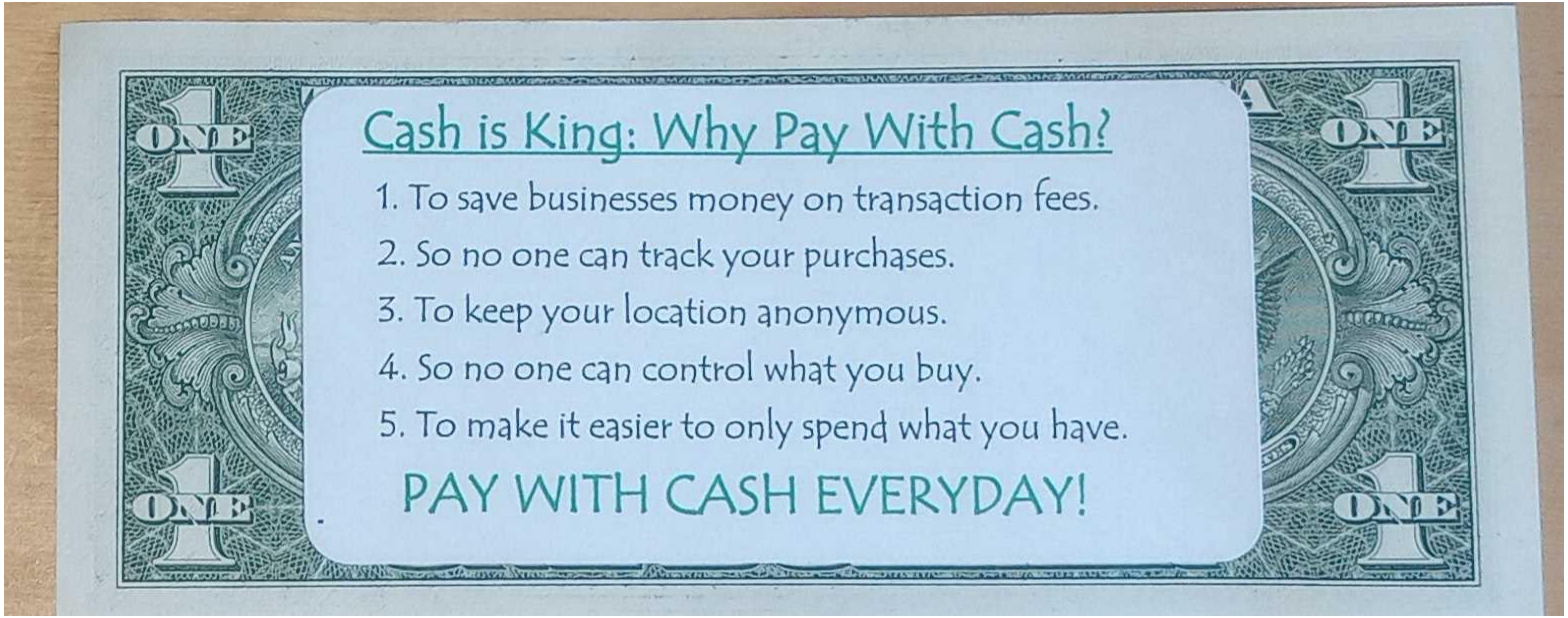
Cash with a Sticker on the Back



- Sprinkle these all over town.
- Challenge: get one to come back to you.

Cash Halloween — First Step!

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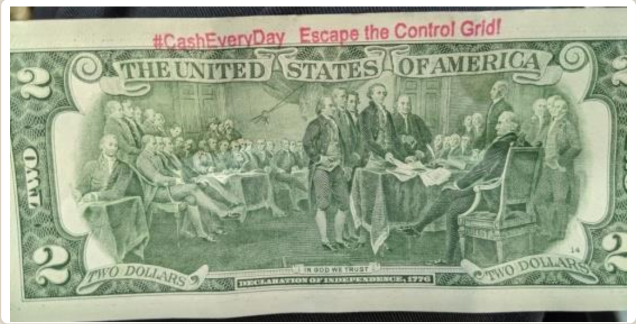
Cash Halloween — Second Step!

- Cash Halloween was unbelievably successful.
- I asked Solari to help me promote it world-wide the second year.



Cash Easter

- Print Cash Is King message and tape coins to the back.
- Hide anonymously in playgrounds & parks!

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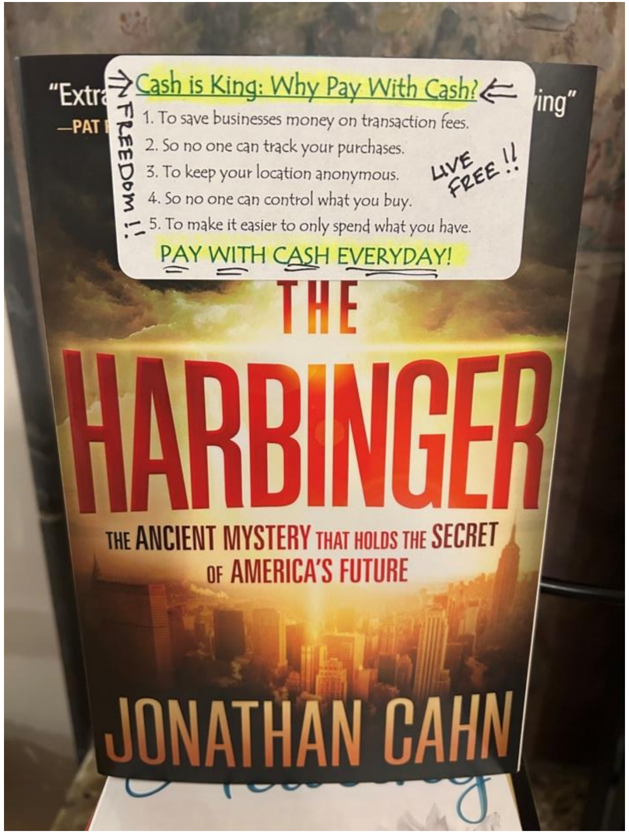
Cash Library — All Year Long!



Cash Christmas

- 5-year-old neighbor helped tape quarters to the backs of cash messages to throw off of our neighborhood holiday float.

Then the South Dakota Cashless Ticketing Happened...

717 S HOLT AVE
SIOUX FALLS SD 571

Argus Leader

WEDNESDAY, AUGUST 14, 2024 | ARGUSLEADER.COM

PART OF THE USA TODAY NETW

Cashless ticketing for school events faces some opposition

Jefferson students cheer for the girl's basketball team on March 7 at Sanford Pentagon in Sioux Falls.
SAMANTHA LAUREY/ARGUS LEADER

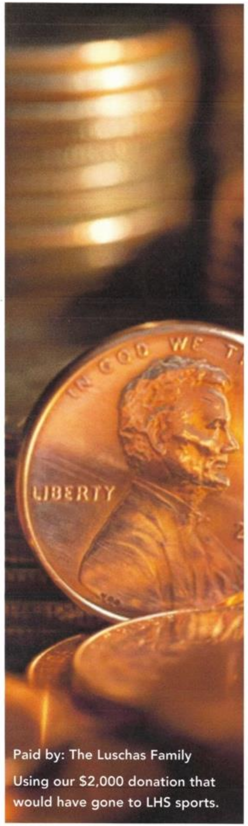
3 residents speak against new Sioux Falls School District policy

Morgan Matzen
Sioux Falls Argus Leader
USA TODAY NETWORK

The Sioux Falls School District's new system for cashless tickets for district-sponsored activities, athletics and fine

I Stood Outside the School — and Outside My Kids' Events

Refuse to Comply, Refuse to Attend



REFUSE TO COMPLY

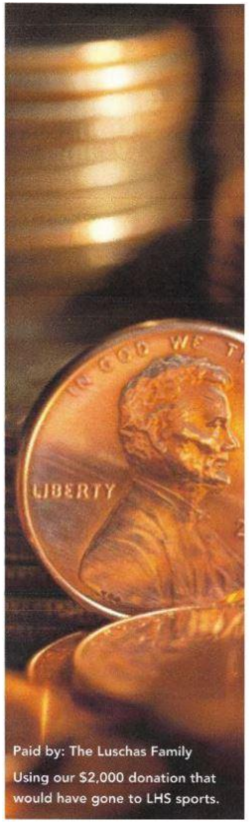
UNFAIR CASHLESS TICKETING

Understanding Cashless Ticketing

- Reduces school funding via transaction fees
- Discriminates against students without smartphones / QR Codes
- Discriminates against low-income individuals who want to avoid credit card debt
- Discriminates against individuals with credit issues who do not qualify for a credit card
- Discriminates against parents who do not think smart phones are a healthy choice
- Discriminates against elderly who are not familiar with smartphone / QR Codes
- Endangers students from potential QR Code tracking and intrusive analytics
- Forces students to own smartphones, as Gettysburg, SD goes device-free this Fall
- Cash, as legal tender, is a lawful, just choice

How You Can Help

- Refuse to comply:
  - Pay with cash
  - Stop making payments by smartphone / QR Codes
  - Contact your school activities director to pay with cash or check and get a printed "anonymous" QR Code



REFUSE TO ATTEND

UNFAIR CASHLESS TICKETING

Understanding Cashless Ticketing

- Reduces school funding via transaction fees
- Discriminates against students without smartphones / QR codes
- Discriminates against low-income individuals who want to avoid credit card debt
- Discriminates against individuals with credit issues who do not qualify for a credit card
- Discriminates against parents and students who do not think smart phones are a healthy choice
- Discriminates against elderly who are not familiar with smartphone / QR Codes
- Endangers students from QR Code tracking and intrusive analytics
- Forces students to own smartphones, even as Gettysburg, SD goes device-free this Fall
- Forces students to bring smartphones to events
- Cash, as legal tender, is a lawful, just choice

How You Can Help

- Refuse to attend Sioux Falls School District Events that do not take cash
- Attend events in other districts that do take cash (Brandon supposedly will for at least the first few games)
- If you can afford an activities pass, contact your school activities director to pay with cash or check and get a printed "anonymous" QR Code

Then the Farm Truck Needed a New Look...

Susan’s Cash Goals

- Use cash every day. Pay by check if you can’t use cash.
- Refuse to shop at businesses that don’t take cash.
    - Don’t be afraid to AT LEAST do these things.
- Turtle forth.

Susan’s contact: sdacy@alum.mit.edu

SECTION

III

Cash Legislation

So I Decided to Resort to … Legislation

Cash Legislation

- Cash legislation is an excuse to bring awareness to cash.
- Every time “cash” is talked about or published in the media, cash is winning!
- It’s a good excuse to educate legislators from all over the state.

    - We always have paper handouts with statistics and information.

2025 SD Cash Legislation

- Cash @ School Events passed by 1 vote and the grace of God.
    - Lots of close votes, reconsideration, resurrection, and publicity along the way!
- Cash @ Retail + Government under $100 failed in committee, 0–13.

Cash Legislation Winning

New bill requires schools take cash for events

Morgan Matzen

Argus Leader

WEDNESDAY, AUGUST 14, 2024 | ARGUSLEADER.COM

PART OF THE USA TODAY NETW

Cashless ticketing for school events faces some opposition

Wednesday, August 28, 2024

Pushback continues for cashless entry transition to BV events

However, cash will be accepted this year

om A. Savage

Cash entry bill fails to pass House, lab grown meat heads to Senate

DETAILS

FROM DISTRICT 2

State Rep. John Sjaarda

We are halfway through the 100th legislative session! Week 4 has been a very full week. It is our only five-day week of session.

On Monday, we voted on my bill HB1017 on the House floor. This bill would have required all schools in the state to accept cash for entrance into a school activity. It received 35 yeas and

was brought to the floor for a vote on Thursday. It passed 42-26! It is headed to the Senate side now where it will need to be passed before it reaches the governor to become law.

On Thursday evening we had the pleasure of attending the Governor's Military Dining Out with David and Virginia Kull. We also got to dine with

SPORTS, 1B

Argus Leader

THURSDAY, FEBRUARY 20, 2025 | ARGUSLEADER.COM

PART OF THE USA TODAY NETWORK

SD Senate passes school cash bill

Group votes down other education bills

Morgan Matzen

Sioux Falls Argus Leader

USA TODAY NETWORK

Nineteen South Dakota senators voted to pass a bill requiring schools to take cash as payment for school events, similar to a bill that was killed in the House nearly three weeks ago.

Sen. Greg Blanc, R-Rapid City, brought Senate Bill 219 because some people are being "disenfranchised" because they want to pay with cash for school events since some districts, like Sioux Falls, have adopted a mostly-cashless ticketing system.

Blanc received support for his bill on the Senate floor from Sens. Sue Peterson, John Carley and Curt Voight. They largely argued that it's about allowing people into events, said it's a common-sense bill and questioned why schools would decline people who want to use legal tender.

Sens. Jamie Smith, Glen Vilhauer, Carl Perry, David Wheeler and Randy Deibert voiced their opposition to the bill on the Senate floor and spoke about how schools should have local control over this policy decision. Vilhauer said he'd heard from a constituent who thought the Legislature had already dealt with the issue when the Ho killed the previous bill.

"What in the world are we as legis tors messing around with someth like this for?" Vilhauer said the consti ent asked him. "Vote no," he added.

While Blanc's education-related passed, three other education bills Argus Leader was following clos failed in Pierre on Tuesday afternoo

See CASH, Page 2A

Cash @ School Events Law — Apparently I'm the Enforcement

- Not all schools accepted cash after the law took effect.
- Luckily the bill was written so any school playing at any venue is in violation.
- Enforcement emails sent.
- Still, one school did not comply.
- Had to threaten to come with friends and cameras. Threatened to bring an enforcement bill with their school's name on it …

2026 SD Cash Legislation

- Cash Concurrent resolution encouraging citizens to pay with cash and businesses to offer a cash discount — passed House Committee 8–4 and House floor 43–24; died in the Senate 16–18.
  - My fault — we fumbled the handouts in the Senate.
- Cash @ Retail + Government < $100 failed in committee 4–8 (better than 2025’s 0–13).
  - Included government entities *and contractors*
  - Equal Payment Clause

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2026 SD Cash Legislation: House Concurrent Resolution

A CONCURRENT RESOLUTION, Encouraging the citizens of South Dakota to pay with cash, to support businesses that offer a cash discount, and encouraging the businesses of South Dakota to accept cash,

WHEREAS, payment with cash prevents tracking and controlling purchases; and

WHEREAS, payment with cash means the payee's location remains anonymous; and

WHEREAS, payment with cash saves businesses money on transaction fees; and

- Raises awareness about cash.
- And we have a few handouts…

Cash Legislation Winning: Cash-Discount Business Promotion

- sdcashdiscount.com
- 70 legislators from across the state got a Cash-Discount Business Flyer on their desk!

South Dakota Businesses with Lower CASH PRICE

Sioux Falls

Restaurants / Food
Bagel Boy
Barrel House
Breadico
Breadsmith
Cattitude Café
Crave
Fleet Farm Gas Station
Flyboy Donuts
Fry n Pan
Fuji Sushi
Golden Harvest
Incas
JL Beers
Nikki's La Mexicana
Olive Destination
Pancake House
Puerto Vallarta
Remedy Brewing
The Rush
Sakura Sushi
Swamp Daddys
Szechuan Chinese Restaurant
Uncle Ed's Specialty Meats

Goods
Junk in the Trunk
Knotty Flowers
Prairie Road Yarn

Brandon

Restaurants / Food
El Tapatio
Hoverstens Apple Orchard
Tailgators

Services
Brandon Valley Journal

Rapid City

Services
Jackson Dental Associates

Goods
The Warehouse

Hot Springs

Services
Pioneer Museum

Beresford

Gas
Sinclair Gas Station

Cash Legislation Winning: Cash-Friendly Business Flyer

Why I'm Proud to Be a Cash-Friendly Business

Benefits for Businesses, Customers, and Communities

Businesses

Cash Is Better for My Bottom Line
Cash lets me keep more of what I earn, avoiding processing fees. And I get paid immediately—no delays, freezes, or glitches.

Cash Is Reliable—as Long as We Use It
When businesses stop accepting cash, we lose an independent, reliable payment method that doesn't depend on banks or technology. Cash only works if we keep using it.

Cash Ensures That Everyone Can Shop Here
Not everyone uses cards or digital wallets. Accepting cash keeps my business open and accessible to all customers.

- 70 legislators from across the state got this Cash Business Flyer on their desk!

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Cash @ Retail 2026 Handout

South Dakota Cashless Businesses

Last updated: 1/22/2026 by Susan Luschas

	Small Business?	Based in SD?	Notes
National Parks & Monuments: Badlands, Jewel Cave, Mt. Rushmore, Wind Cave	No	No	National Park Service, Government
Denny Sanford Premier Center Concessions	No	No	Denny Sanford Premier Center Concessions – operated by Legends Global, based in Los Angeles, CA, $1.7B revenue in 2024.
Nautical Bowls	No	No	174 locations nationwide, HQ in MN
Sanford Pentagon Admissions	No	Yes	Owned by Sanford Health, Revenue $9.8B, income ~$1B in 2025
Silver Star Car Wash	No	No	11 locations in SD, now part of Mammoth Holdings, based out of Atlanta - 67 carwashes across the Midwest
Sioux Falls Downtown Parking Meters	No	Yes	Government
Washington Pavillion, including restaurants	No	Yes	Non-profit, $14.8M revenue in 2024, $14.6M expenses in 2024.
Waxing the City	No	No	One in Sioux Falls, 130 locations across the US, part of Purpose Brands that operates Anytime Fitness and Basecamp Fitness, based out of St. Paul, MN
Fair Market	Yes	Yes	Discounted groceries, owned by non-profit Empower Sioux Falls, a former ministry.

This table indicates about 22 locations in South Dakota currently do not take cash. This is 0.6% of the total of 3,819 stores in South Dakota in 2024 [see below].

https://capitaloneshopping.com/research/retail-statistics/#sd

South Dakota Local Shopping Statistics

South Dakota is home to 3,819 stores, including 2,595 local retailers.

Meanwhile… I’m Getting a Reputation as the Cash Lady

- Another legislator contacted me about concerns with a T-Gold bill
- That took me about 40 hours of time in 2025.
- Then also a Bitcoin bill in 2025 …
- We testified against T-Gold and Bitcoin in both 2025 & 2026.
- Looks like neither will be back in 2027. Fingers crossed!

Rep. John Sjaarda Is Getting a Reputation Too…

Representative John Sjaarda → "Johnny Cash"

2027 SD Cash Legislation Plans

- Encourage Cash Concurrent Resolution.
- Cash @ Retail + government < $100.

  (Both the same as 2026.)
- “Johnny Cash” will hopefully start them in the Senate this time.

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Idaho Cash Bills

2021: H256 https://legislature.idaho.gov/sessioninfo/billbookmark/?yr=2021&bn=H0256

($100), and each day shall constitute a separate offense, which the state tax commission may assess as a deficiency pursuant to section 63-3629, Idaho Code.

(h) A person who engages in business as a seller in this state shall accept cash as a method of payment along with any other methods of payment the seller may accept.

2022: H662 https://legislature.idaho.gov/sessioninfo/billbookmark/?yr=2022&bn=H0662&su=

Code.

(h) A person who engages in business as a seller of goods or services via in-person retail transactions in this state shall accept cash as a method of payment along with any other methods of payment the seller may accept; however, no business shall be required to accept cash as a method of payment for a single transaction when such payment exceeds ten thousand dollars ($10,000). As used in this subsection, "retail transaction" means a transaction conducted in-person and does not include any telephone, mail, internet-based, or other transaction not conducted in-person.

Idaho Cash Bills (continued)

2023: H317 https://legislature.idaho.gov/sessioninfo/billbookmark/?yr=2023&bn=H0317

code.

(h) A person who engages in business as a seller of goods or services via in-person retail transactions in this state shall accept cash as a method of payment along with any other methods of payment the seller may accept; however, no business shall be required to accept cash as a method of payment for a single transaction when such payment exceeds ten thousand dollars ($10,000). As used in this subsection, "retail transaction" means a transaction conducted in-person and does not include any telephone, mail, internet-based, self-service, or other transaction not conducted in-person.

Idaho House Bill H0417 (2024)

Requires state agencies to accept cash — and bars any surcharge for paying in cash.

AT A GLANCE

- Session: 2024 Regular Session (67th Legislature)
- Sponsor: House State Affairs Committee
- Adds: new §67-2360, Idaho Code — "Cash Payment — State Agencies"
- Session Law: Chapter 37
- Effective: July 1, 2024 (emergency clause)
- Note: redesignated §67-2361 in 2025

What it does

- State agencies that accept payment must also accept cash.
- No agency may charge an extra fee for paying in cash.

Bill history

- Jan 22, 2024 — Introduced (House State Affairs)
- Feb 12, 2024 — Passed House; sent to Senate
- Feb 21, 2024 — Senate committee
- Mar 5, 2024 — Passed Senate
- Mar 14, 2024 — Signed by Governor (Ch. 37)
- Jul 1, 2024 — Effective

Sources: Idaho State Legislature; Justia (ID Code §67-2361); BillTrack50.

Solari Report

Idaho H0417 — Full Text

LEGISLATURE OF THE STATE OF IDAHO

Sixty-seventh Legislature · Second Regular Session — 2024

HOUSE BILL NO. 417 · BY STATE AFFAIRS COMMITTEE

AN ACT

RELATING TO STATE GOVERNMENT AND STATE AFFAIRS; AMENDING CHAPTER 23, TITLE 67, IDAHO CODE, BY THE ADDITION OF A NEW SECTION 67-2360, IDAHO CODE, TO REQUIRE STATE AGENCIES TO ACCEPT CASH AS A METHOD OF PAYMENT ALONG WITH ANY OTHER ACCEPTED METHODS OF PAYMENT IN CERTAIN INSTANCES AND TO PROHIBIT STATE AGENCIES FROM CHARGING AN ADDITIONAL FEE FOR CASH PAYMENT; AND DECLARING AN EMERGENCY AND PROVIDING AN EFFECTIVE DATE.

BE IT ENACTED BY THE LEGISLATURE OF THE STATE OF IDAHO:

SECTION 1. That Chapter 23, Title 67, Idaho Code, is hereby amended by the addition of a NEW SECTION, to be known and designated as Section 67-2360, Idaho Code, and to read as follows:

67-2360. CASH PAYMENT — STATE AGENCIES. (1) Any official, department, board, commission, or agency of the state of Idaho that accepts payment for transactions shall accept cash as a method of payment along with any other methods of payment the official, department, board, commission, or agency may accept.

(2) No official, department, board, commission, or agency of the state of Idaho may charge any additional fee for cash payment.

SECTION 2. An emergency existing therefor, which emergency is hereby declared to exist, this act shall be in full force and effect on and after July 1, 2024.

[https://legislature.idaho.gov/sessioninfo/billbookmark/?yr=2024&bn=H0417]

The Solari Report

SECTION

IV

Q&A

The Solari Report

Q&A

Catherine Austin Fitts

CEO, Solari Inc.

Susan Luschas

Team Cash, Solari Inc.

Rep. Heather Scott

Idaho State Representative

Carolyn Betts, Esq.

General Counsel, Solari Inc.

David Liechty, Esq.

Attorney, Presenter

Elizabeth Murphy

Host, Financial Transaction Freedom Legislative Initiatives

Recommended Links & Resources

Solari Report Resources

- Turtling for Cash with Susan Luschas (https://ft2freedom.solari.com/turtling-for-cash-with-susan-luschas)
- Solari Cash Acceptance Model Legislation (https://ft2freedom.solari.com/wp-content/uploads/2025/10/Cash-Acceptance-Bill-Draft.pdf)
- General Financial Transaction Freedom Resources (https://ft2freedom.solari.com/)
- Digital Money, Digital Control Series (https://solari.com/digital-money-digital-control/)