



2015 Trade Associations and Policy Groups

PepsiCo discloses contributions to US trade associations and policy groups of which PepsiCo is a member and which lobby in the US at the state and federal level. The contribution ranges reflect total giving - not only annual dues, but often sponsorships for events and programs which are not affiliated with lobbying. This is especially true of associations in which PepsiCo participates due to customer relationships. For organizations over \$100,000 in contributions, PepsiCo has provided the percentage of the amount which is not deductible for business expenses because it is utilized for lobbying.

Contributions \$25,000 - \$50,000

Alliance for American Advertising
American Advertising Federation
Beverage Association of Philadelphia
California Chamber of Commerce
Colorado Beverage Association
Democratic Attorneys General Association
Direct Marketing Association
HR Policy Association
Iowa Beverage Association
Kansas Beverage Association
Missouri Beverage Association
New Hampshire Soft Drink Association
North Carolina Beverage Association
Oklahoma Beverage Association
Pennsylvania Beverage Association
Republican Attorneys General Association
Republican Governors Association
Rhode Island Beverage Association
Sweetener Users Association
US Council of International Business
Washington Beverage Association
Wisconsin Beverage Association

Contributions \$50,000 - \$100,000

Arkansas Beverage Association
(California) Plastics Recycling Corporation
Democratic Governors Association

Florida Beverage Association
Hoosier (Indiana) Beverage Association
Illinois Beverage Association
Kentucky Beverage Association
Maine Beverage Association
Maryland/Delaware/DC Beverage Association
Massachusetts Beverage Association
National Association of Convenience Stores**
Texas Beverage Association
TRGroup
Vermont Beverage Association
Virginia Beverage Association
West Virginia Beverage Association

Contributions \$100,000-\$250,000

Association of National Advertisers (11%)
Business Roundtable (55%)
California Nevada Soft Drink Association (35%)
Georgia Beverage Association (39%)
Juice Products Association (0%)
Michigan Soft Drink Association (20%)
Minnesota Beverage Association (33%)
National Grocers Association** (18%)
New York State (Pepsi-Cola) Bottlers Association (6%) (proxy tax paid by association)
Ohio Soft Drink Association (10%)
South Carolina Beverage Association (9%)
Snack Food Association (15%)
Tennessee Beverage Association (proxy tax paid by association)

Contributions \$250,000-\$500,000

Food Marketing Institute** (5%)
US Chamber of Commerce*** (35%)

Contributions over \$500,000

American Beverage Association (17%)
Grocery Manufacturers Association (50%)

**Contributions are largely utilized for programs/sponsorships and not utilized for lobbying.
Percentage is only based on dues portion of contribution.

***Contribution above \$200,000 reflects funding earmarked to specific country business councils.