

## 2017 Trade Associations and Policy Groups

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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  
American Trucking Association  
Beverage Association of Philadelphia  
California Chamber of Commerce  
Colorado Beverage Association  
Florida Chamber of Commerce  
Kansas Beverage Association  
Missouri Beverage Association  
National Association of Manufacturers  
New Hampshire Soft Drink Association  
North Carolina Beverage Association  
Oklahoma Beverage Association  
Pennsylvania Beverage Association  
Rhode Island Beverage Association  
Sweetener Users Association  
US China Business Council  
US Council of International Business  
Wisconsin Beverage Association

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

Arkansas Beverage Association  
(California) Plastics Recycling Corporation  
Hoosier (Indiana) Beverage Association  
Illinois Beverage Association  
Iowa Beverage Association  
Kentucky Beverage Association  
Maine Beverage Association  
Maryland/Delaware/DC Beverage Association  
Massachusetts Beverage Association  
National Association of Convenience Stores\*\*  
North American Millers' Association  
Oregon Soft Drink Association  
TRGroup  
Vermont Beverage Association  
Virginia Beverage Association  
Washington Beverage Association  
West Virginia Beverage Association

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

Association of National Advertisers (10%)  
Business Roundtable (44%)  
Florida Beverage Association (8%)  
Georgia Beverage Association (44%)  
Juice Products Association (0%)  
Michigan Soft Drink Association (5%)  
Minnesota Beverage Association (35%)  
National Grocers Association\*\* (18%)

National Restaurant Association\*\* (100%)  
New York State (Pepsi-Cola) Bottlers Association (5%) (proxy tax paid by association)  
Ohio Beverage Association (10%)  
South Carolina Beverage Association (19%)  
SNAC International (15%)  
Tennessee Beverage Association (proxy tax paid by association)  
Texas Beverage Association (17%)

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

Food Marketing Institute\*\* (10%)  
Institute for Legal Reform (40%)  
US Chamber of Commerce\*\*\* (25%)

#### Contributions over \$500,000

American Beverage Association (38%)  
Grocery Manufacturers Association (11%)

\*\*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.