

2016 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
Arkansas Beverage Association
Beverage Association of Philadelphia
California Chamber of Commerce
Colorado Beverage Association
Kansas Beverage Association
Maine Beverage Association
Missouri Beverage Association
New Hampshire Soft Drink Association
North American Millers' Association
North Carolina Beverage Association
Oklahoma Beverage Association
Oregon Soft Drink 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

(California) Plastics Recycling Corporation
Hoosier (Indiana) Beverage Association
Illinois Beverage Association
Iowa Beverage Association
Kentucky Beverage Association
Maryland/Delaware/DC Beverage Association
Massachusetts Beverage Association
Minnesota Beverage Association
National Association of Convenience Stores**
Texas Beverage 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 (47%)
California Nevada Soft Drink Association (35%)
Florida Beverage Association (8%)
Georgia Beverage Association (45%)
Juice Products Association (0%)
Michigan Soft Drink Association (5%)
National Grocers Association** (18%)
New York State (Pepsi-Cola) Bottlers Association (5%) (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** (6%)
Institute for Legal Reform (15%)
US Chamber of Commerce*** (25%)

Contributions over \$500,000

American Beverage Association (52%)
Grocery Manufacturers Association (4%)

**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.