

2019 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

California Chamber of Commerce
Florida Chamber of Commerce
HR Policy Association
Kansas Beverage Association
Maine Beverage Association
Missouri Beverage Association
National Association of Manufacturers
New Hampshire Soft Drink Association
New Mexico Beverage Association
North American Millers' Association
Oklahoma Beverage Association
Pennsylvania Beverage Association
Rhode Island Beverage Association
Society of Corporate Governance
US China Business Council
Wisconsin Beverage Association
World Resources Institute NEW

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

Arkansas Beverage Association
California Grocers Association
(California) Plastic Recycling Corporation
Colorado Beverage Association
Connecticut Bottlers Association
Hoosier (Indiana) Beverage Association
Iowa Beverage Association
Kentucky Beverage Association
Maryland/Delaware/DC Beverage Association
Massachusetts Beverage Association
National Association of Convenience Stores**
NH The Beautiful Inc.
Sweeteners User Association
US Council of International Business
Vermont Beverage Association
Virginia Beverage Association
Washington Beverage Association
West Virginia Beverage Association

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

Alliance for Competitive Taxation (100%)
Association of National Advertisers (11%)
Florida Beverage Association (4%)
Georgia Beverage Association (44%)
Illinois Beverage Association (6%)
Juice Products Association (5%)
Michigan Soft Drink Association (5%)
Minnesota Beverage Association (36%)
New York State (Pepsi-Cola) Bottlers Association (5%) (proxy tax paid by association)
Ohio Beverage Association (10%)

South Carolina Beverage Association (10%)
SNAC International (15%)
Tennessee Beverage Association (proxy tax paid by association) (33%)
Texas Beverage Association (25%)
Third Way (15%)

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

Business Roundtable (40%)
Food Marketing Institute (7%)**
National Grocers Association (18%)**
National Restaurant Association (100%)**

Contributions over \$500,000

American Beverage Association (2%)
Grocery Manufacturers Association (9%)
US Chamber of Commerce*** (15%)

**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.