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

**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.