

## 2020 Trade Associations and Policy Groups

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PepsiCo discloses contributions to U.S. trade associations and policy groups of which PepsiCo is a member and which lobby in the U.S. 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

Asian Pacific American Chamber of Commerce  
Association for Healthcare Foodservice  
Business Council for International Understanding  
California Business Roundtable  
(California) Latino Food Industry Association  
California Chamber of Commerce  
Dallas Regional Chamber  
Kansas Beverage Association  
Latino Caucus of California Counties  
Louisiana Beverage Association  
Maine Beverage Association  
Mississippi Beverage Association  
New Hampshire Soft Drink Association  
Oregon Soft Drink Association  
Pennsylvania Beverage Association  
Rhode Island Beverage Association  
School Nutrition Association  
U.S. Council for International Business  
U.S.-China Business Council  
Wisconsin Beverage Association

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

Arkansas Beverage Association  
California Grocers Association  
(California) Plastic Recycling Corporation  
Colorado Beverage Association  
Georgia Food Industry Association, Inc.  
Hoosier (Indiana) Beverage Association  
International Foodservice Manufacturers Association  
Iowa Beverage Association  
Kentucky Beverage Association  
Maryland/Delaware/DC Beverage Association  
Massachusetts Beverage Association  
Missouri Beverage Association  
National Association of Convenience Stores  
National Association of Manufacturers  
National Frozen & Refrigerated Foods Association  
New Hampshire The Beautiful, Inc.  
Oklahoma Beverage Association  
Tire Industry Association  
Vermont Beverage Association  
Virginia Beverage Association  
Washington Beverage Association  
West Virginia Beverage Association  
Western Association of Food Chains

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

Florida Beverage Association (2%)  
Georgia Beverage Association (43%)  
Illinois Beverage Association (4%)  
Juice Products Association (5%)  
Michigan Soft Drink Association (5%)  
Minnesota Beverage Association (35%)  
New York State Pepsi-Cola Bottlers Association (5%)  
North American Millers' Association (8%)  
Ohio Beverage Association (10%)  
SNAC International (15%)  
South Carolina Beverage Association (14%)  
Tennessee Beverage Association (proxy tax paid by association)  
Texas Beverage Association (15%)

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

Business Roundtable (25%)  
National Restaurant Association (100%)\*

### Contributions over \$500,000

American Beverage Association (2%)  
Consumer Brands Association (36%)  
Food Industry Association (7%)\*  
U.S. Chamber of Commerce\*\* (20%)

\*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.