2018 Trade Associations and Policy Groups

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**
- 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) Plastic 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%)
- Florida Beverage Association (4%)
- Georgia Beverage Association (45%)
- 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 (3%)
SNAC International (15%)
Tennessee Beverage Association (proxy tax paid by association) (33%)
Texas Beverage Association (28%)

**Contributions $250,000-$500,000**

Business Roundtable (85%)
Food Marketing Institute** (10%)
Institute for Legal Reform (10%)
National Grocers Association** (18%)
National Restaurant Association** (100%)

**Contributions over $500,000**

American Beverage Association (1%)
Grocery Manufacturers Association (8%)
US 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.**