

**NORFOLK SOUTHERN CORPORATION NON-DEDUCTIBLE PAYMENTS  
IN 2018 TO TRADE ORGANIZATIONS, CHAMBERS OF COMMERCE AND  
TAX EXEMPT ORGANIZATIONS, WHERE THE PAYMENTS EXCEEDED  
\$10,000 AND 10% OF THE TAX-DEDUCTIBLE AMOUNT PAID TO THE  
ORGANIZATION**

<b>Organization</b>	<b>Non-Deductible Portion</b>
American Association of Railroads	\$694,992
American Coalition for Clean Coal Electricity	\$50,000
US Chamber of Commerce	\$27,500
National Association of Manufacturers	\$18,613