

**NORFOLK SOUTHERN CORPORATION NON-DEDUCTIBLE PAYMENTS IN 2021
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**

<u>ORGANIZATION</u>	<u>NON-DEDUCTIBLE PORTION</u>
ASSOCIATION OF AMERICAN RAILROADS	\$664,056
AMERICA'S POWER	\$27,500
OHIO RAILROAD ASSOCIATION	\$23,625
NATIONAL ASSOCIATION OF MANUFACTURERS	\$17,898
ILLINOIS RAILROAD ASSOCIATION	\$17,076
TENNESSEE RAILROAD ASSOCIATION	\$13,000
PENNSYLVANIA CHAMBER OF BUSINESS AND INDUSTRY	\$12,952