

CORPORATE SPONSORSHIPS

NORFOLK SOUTHERN FOUNDATION

Norfolk Southern Foundation offers limited sponsorships for certain events in our territory that benefit or promote NS business and social interests. Factors considered in sponsorship requests include relationships with charitable organizations, community impact, appropriateness of funding level, and timing of requests. When considering Norfolk Southern as potential sponsor for events, please remember that NS sells no retail product and has limited interest in naming & exposure opportunities.

ALL QUALIFYING ORGANIZATIONS INTERESTED IN SUBMITTING A REQUEST FOR CORPORATE SPONSORSHIP SHOULD CONTACT THE NS FOUNDATION EXECUTIVE DIRECTOR TO DISCUSS THE EVENT. MASS MAILINGS AND OTHERWISE UNSOLICITED SPONSORSHIP REQUESTS RECEIVED BY THE NS FOUNDATION OFFICE ARE NOT LIKELY TO BE CONSIDERED.

TO REQUEST PRE-APPROVAL, PLEASE CONTACT KATIE FLETCHER VIA PHONE AT 757.629.2881 OR VIA EMAIL AT katie.fletcher@nscorp.com.

Corporate sponsorships are awarded only to eligible organizations located within Norfolk Southern Corporation territory. To be eligible an organization must have IRS-designated 501(c)(3) status or be an IRS-designated 170(c) municipality entity (cities, towns, counties, etc.) or a department of such a municipal unit (i.e. fire department).

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Norfolk Southern Foundation's determination of what qualifies as a corporate sponsorship may differ from other businesses. Some events that are traditionally funded through corporate sponsorships are funded by Norfolk Southern Foundation through the general Grant Program. Please contact the Executive Director to inquire as to which funding program is appropriate for your request.

Although there is no formal deadline for corporate sponsorships, it is suggested that you discuss sponsorship requests well in advance of the event, as Norfolk Southern's corporate budget is set one year prior.

While you may submit sponsorship requests via email to the Executive Director (katie.fletcher@nscorp.com) at any time, please note that hundreds of requests are submitted yearly. Those organizations making direct contact via phone or email, discussing potential requests beforehand, and submitting proposals early are more likely to be considered for funding.

NS Foundation makes no guarantee to review funding requests submitted by organizations not obtaining pre-approval by the Executive Director as outlined above.

APPLICATIONS WILL NOT BE ACCEPTED FROM:

- Organizations not in the NS territory (must be served by Norfolk Southern to be considered)
- Organizations that do not have a 501(c)(3) or 170(c)(1) IRS letter
- Individuals or organizations established to help individuals
- Religious affiliated organizations
- Fraternal, social, military or veterans organizations
- Political or lobbying organizations
- Public or private elementary and secondary schools, including PTAs
- Fundraising events, telethons, races or benefits
- Amateur, civic, or professional sports or athletic organizations, clubs or activities
- Community or private foundations, or other organizations that merely redistribute to other eligible organizations aggregated contributions
- Disease-related or health-focused organizations
- Mentoring programs
- Boy and Girl Scouts programs or similar organizations
- Animal organizations
- Non-US based charities & initiatives
- Organizations whose programs have an international and/or national scope
- Civic leagues
- Referral or consulting agencies and organizations

THE FUNDING FOR THIS PROGRAM IS DISCRETIONARY AND BASED ANNUALLY ON NS FOUNDATION BUDGET

FOR MORE INFORMATION

If you have general questions concerning the NSF Corporate Sponsorship Grant Program, please contact Katie Fletcher, Executive Director at the NS Foundation office via phone at 757.629.2881 or via email at katie.fletcher@nscorp.com.

