

Grants are awarded only to eligible organizations located within

Norfolk Southern Corporation territory that are described under either Section 170 (c)(1) or

Section 501(c)(3) of the Internal Revenue Code. Grants may be awarded for specific projects, including capital projects or for general operating support. In addition to those ineligible organizations listed below, Norfolk Southern Foundation DOES NOT fund debt retirement, block grants, or projects in which we are asked to be the sole funder. Foundation contributions also are made to United Way agencies and Feeding America foodbanks within Norfolk Southern's territory, but there is no application procedure for these. Contributions are made based on the Norfolk Southern employee population in a given community.

Applications will not be accepted from:

- Organizations not in the NS territory (organization must be in a community served by Norfolk Southern to be considered)
- Organizations that do not have 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
- PTA groups or any public or private school affiliated club, organization, event or activity
- 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-U.S. based charities & initiatives
- Organizations whose programs have an international and/or national scope
- Civic leagues
- Referral or consulting agencies and organizations

Electronic requests must include the following:

- A valid 501(c)(3) or 170(c)(1) letter from the IRS - tax-exempt status will be electronically verified as part of the on-line application procedure
- A short request outlining objectives of organization, project and intended use of funds
- Board of Directors Listing
- Sources of Funding (current and potential)
- Last 3 Years of IRS 990 filings
- Budget for proposed project (if appropriate)
- Comprehensive budget for requesting organization
- A valid contact email address & phone number for questions regarding grant

SUGGESTIONS:

- Apply earlier rather than later.
- Do not submit request late as it will not be considered.
- Incomplete applications will not be reviewed.
- Do not try to fit your organization into a category if it clearly does not fit. Do proper research prior to applying. (Ex. 1. An education or research program staffed by, funded, and developed by a museum falls under Arts & Culture not Education)
- Do not submit a lot of extra information unless pertinent to the request as it will not be reviewed.
- Review the Norfolk Southern Contribution report posted on the NSF website which highlights areas of giving.
- Review NSF's FAQs and Grant Guidelines posted on our website.
- Save password when signing into online grant system

CURRENT FOCUS AREAS

NORFOLK AND ATLANTA WILL BE THE PRIMARY TERRITORY FOR GRANTS IN 2018

1. ARTS & CULTURE

- CORE ARTS AGENCIES ONLY IN BOTH CITIES

2. EDUCATION

- BUSINESS & ENGINEERING PROGRAMS AT COLLEGIATE LEVEL
- EARLY CHILDHOOD EDUCATION
- CHILDHOOD LITERACY

3. ENVIRONMENT

- IN LINE WITH NS SUSTAINABILITY INITIATIVES
- EXCEPTIONS WILL BE MADE HERE TO TERRITORY WITH A FOCUS AROUND OUR FACILITIES

4. HUMAN SERVICES

- ORGANIZATIONS FOCUSED ON SERVING FAMILIES WITH CHILDREN

AVERAGE GRANT AMOUNT

Grants are sent in requesting funding ranging from \$1,000 to \$100,000 for a multi-year grant. Please note, that six-figure, multi-year grants are few in number and are not necessarily granted each year. Those organizations that receive high dollar amounts tend to be organizations that Norfolk Southern Foundation has a strong relationship with currently or in the past. The Foundation considers the Norfolk Southern presence in the organization's service area as well to determine level of appropriate funding. Based on the past several years, the average grant was less than \$10,000.

FUNDING IS FOR NEXT CALENDAR YEAR. AWARD NOTIFICATIONS MADE IN DECEMBER, FOLLOWING ANNUAL REVIEW OF GRANT APPLICATIONS.

FOR MORE INFORMATION

For informative purposes, please review Norfolk Southern's Annual Contribution report posted on the NSF website, which highlights areas of giving. Review NSF's FAQs, and Grant Guidelines. If you have questions, contact Katie Fletcher, Executive Director of the NS Foundation office via phone at 757.629.2881 or via email at katie.fletcher@nscorp.com. At this time, face-to-face meetings for presentations are not set up.

