



**WHAT WE MOVE**  
*MOVES THE ECONOMY*



*2013 CONTRIBUTIONS ANNUAL REPORT*

## OUR MISSION

Norfolk Southern Foundation was established in 1983 to direct and implement Norfolk Southern Corporation's charitable giving programs. Through strategic investments in educational, cultural, environmental, and human service organizations within the region served by Norfolk Southern, the Foundation seeks to raise the standards of such programming, thereby enhancing the quality of life for Norfolk Southern employees and enhancing the "livability" of the communities it serves.

### NORFOLK SOUTHERN'S INTENT IS TO HELP ENSURE THAT:

- Our region's children are provided with first-class educational opportunities that make them productive and valued citizens and employees in the future;
- Our communities can provide basic human services (food, shelter and medical care) to those in need;
- Our communities can offer their citizens access to cultural opportunities that make life more enjoyable; and
- Our communities can provide residential and work environments that are safe, attractive and desirable.

As a major employer in both large and small communities throughout the eastern United States, Norfolk Southern takes seriously its role as a corporate citizen and its responsibility to commit resources, both human and financial, to the improvement of those communities for the benefit of our employees and our neighbors. This commitment is acknowledged in Norfolk Southern's Corporate Creed.



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## THE YEAR IN REVIEW

The combination of cash contributions and non-cash donations in 2013 by the Foundation and the Corporation exceeded those in the previous year by 7.7%. Total cash and non-cash contributions for 2013 were \$14,001,400, compared with \$13,002,937 in 2012.

Total cash contributions by the Foundation and the Corporation for grants, Matching Gifts and business-related programs totaled \$13,720,709 in 2013. This total includes matching contributions of \$894,402 to designated charities under the Corporation's Good Government Fund (GGF) Matching Contributions Program.

The Foundation awarded a total of \$6,948,479 in cash in 2013 (almost flat from the year prior), including 488 grants (up 7.4% from 2012) and 1,289 Matching Gifts (down 4.6% from 2012). The average Matching Gift increased by 4.7%, from \$1,227 in 2012 to \$1,285 in 2013.

Norfolk Southern's commitment to investing in its communities was evidenced in the historic and unprecedented Corporate donation of \$2,277,000 to targeted non-profits in Roanoke and Norfolk. NS directed proceeds from the rare and opportune sale of its untitled 1959 Mark Rothko painting to non-profits in a purposeful effort to provide gifts above and beyond our typical scope. Comprising the single largest donation in NS history, the Virginia Museum of Transportation received \$1.5M to support the restoration of the Class J 611 steam passenger locomotive. In addition, gifts were made to non-profits selected from 2014 grant proposals and large, transformative donations were made that far exceeded the scope of normal grant funding.

A \$500,000 donation to ACCESS College Foundation allowed the Norfolk organization to expand programming and provide those "last dollar" scholarships to students in Hampton Roads, many of whom are first generation college students.

Feeding America Southwest Virginia received \$252,000, that will allow the Roanoke food bank to replace a roof that has far exceeded its useful life. The organization feeds Southwest Virginia's hungry through a network of partners and engages the region in the fight to end hunger.

The Harrison Museum of African American Culture (HMAAC) in Roanoke received \$25,000 that will enable the museum to purchase exhibits and displays. HMAAC is a cultural and educational institution committed to advocating, showcasing, preserving and celebrating the art and history of African Americans for Roanoke Valley citizens and visitors.

Since its establishment in 1983, the Foundation has contributed nearly \$138 million to thousands of charitable organizations throughout Norfolk Southern's territory. In the last five years, it has provided more than \$31.4 million in contributions. Although Norfolk Southern's focus has evolved over the years, the Foundation has maintained a record of significant support in the areas of education, arts and cultural programming, as well as the United Way organizations in communities in which the Corporation's employees live and work.

In addition to funding provided by the Foundation, the Corporation provides direct funding that includes corporate sponsorships and memberships; contributions to nonprofit organizations, such as volunteer fire departments; and non-cash gifts to eligible organizations. The latter may include donations of rolling stock, track and signal materials, and in-kind transportation. In 2013, the Corporation made total contributions, including non-cash donations and GGF -related matching contributions, of \$7,052,921.

**THE TABLE BELOW COMPARES THE TOTAL CHARITABLE CONTRIBUTIONS BY CATEGORY AS OF DECEMBER 31 FOR THE LAST FIVE YEARS:**

		<b>2013</b>	<b>2012</b>	<b>2011</b>	<b>2010</b>	<b>2009</b>
Foundation	\$	6,948,479	6,984,677	6,191,545	5,584,647	5,719,122
Business*	\$	2,513,128	2,383,207	2,363,292	2,048,608	1,750,141
Corporate**	\$	4,259,102	2,120,652	2,430,252	1,719,925	1,200,671
<b>Cash</b>	<b>\$</b>	<b>13,720,709</b>	<b>11,488,536</b>	<b>10,985,089</b>	<b>9,353,180</b>	<b>8,669,934</b>
<b>Non-cash</b>	<b>\$</b>	<b>280,691</b>	<b>1,514,401</b>	<b>672,889</b>	<b>498,691</b>	<b>1,326,842</b>
<b>Total</b>	<b>\$</b>	<b>14,001,400</b>	<b>13,002,937</b>	<b>11,657,978</b>	<b>9,851,871</b>	<b>9,996,776</b>

\*Business includes corporate memberships in organizations such as Chambers of Commerce.

\*\*Corporate includes GGF — related matching contributions, starting in 2008 (\$652,049); 2009 (\$699,171); 2010 (\$748,387); 2011 (\$750,252); 2012 (\$788,652); 2013 (\$894,402); additionally, 2013 includes the special Rothko gifts totaling \$2,277,000.

## FOUNDATION ASSETS

AS OF DECEMBER 31, 2013, THE FOUNDATION HELD THE FOLLOWING ASSETS:

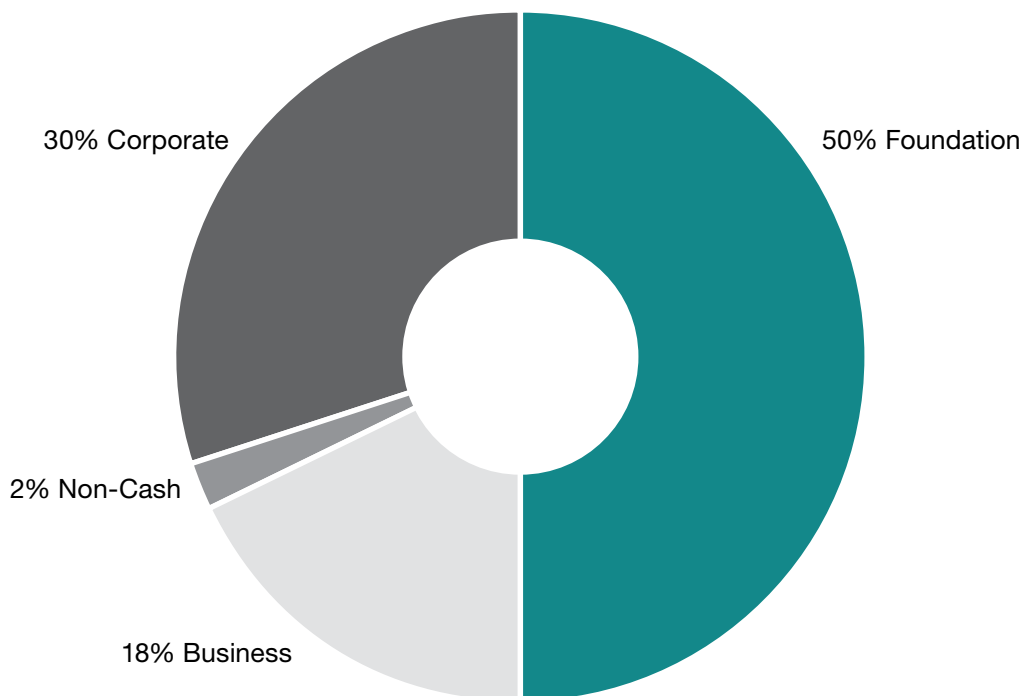
<b>Cash (checking account)</b>	<b>\$3,843,222</b>
<b>Total</b>	<b>\$3,843,222</b>

In 2013, Norfolk Southern Corporation donated cash to the Foundation in the amount of \$583,000 per month during the twelve-month period, for a total of \$6,996,000.

The cash value of Foundation assets on April 30, 2014, was \$4,043,307.18.

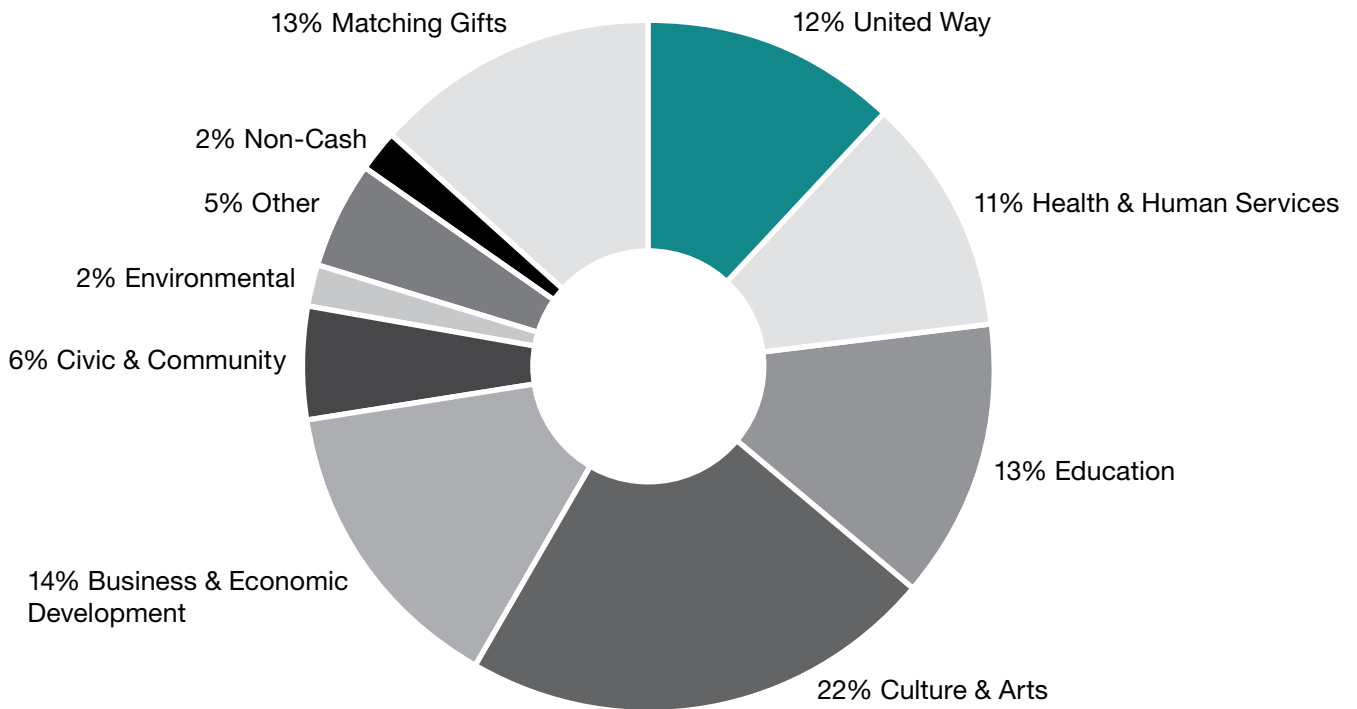
## CONTRIBUTIONS BY FUND

(INCLUDES GGF - RELATED MATCHING CONTRIBUTIONS & SPECIAL ROTHKO GIFTS IN CORPORATE)



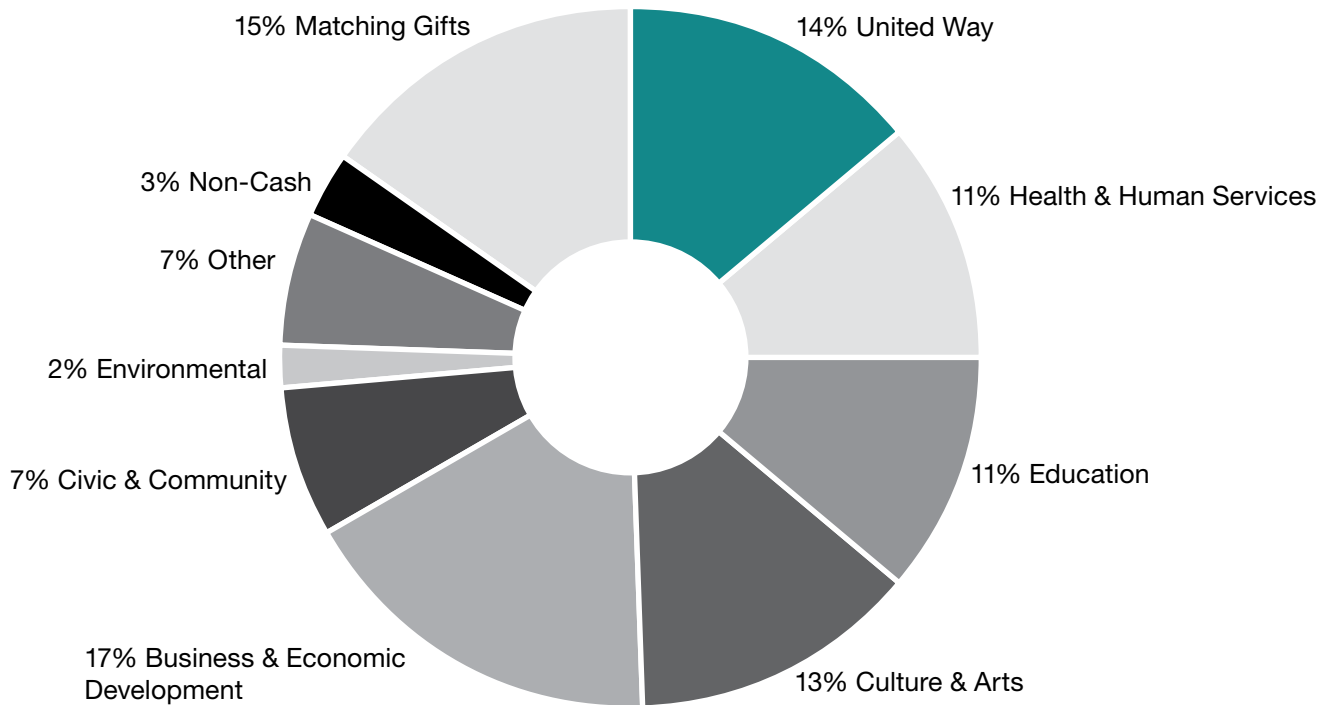
## CONTRIBUTIONS BY CATEGORY

(EXCLUDES GGF - RELATED MATCHING CONTRIBUTIONS) (INCLUDES SPECIAL ROTHKO GIFTS IN APPROPRIATE CATEGORY)



## CONTRIBUTIONS BY CATEGORY

(EXCLUDES GGF - RELATED MATCHING CONTRIBUTIONS & SPECIAL ROTHKO GIFTS)



## ITEMIZED CONTRIBUTIONS BY CATEGORY (major grants are itemized)

By Norfolk Southern Foundation and Norfolk Southern Corporation (excluding matching gifts and GGF-related matching contributions)

### COMMUNITY RELATIONS

<b>United Way</b>	<b>2012</b>	<b>2013</b>	<b>% difference</b>
Hampton Roads	\$248,000	\$236,500	-4.9%
Roanoke	\$177,270	\$184,370	4.0%
Atlanta	\$175,000	\$182,000	3.9%
Other agencies	\$899,720	\$951,680	5.4%
<b>Total United Way</b>	<b>\$1,499,990</b>	<b>\$1,554,550</b>	<b>3.6%</b>
<b>Health and Human Services</b>			
Foodbank of Southeastern Virginia		\$133,500	
American Red Cross		\$128,260	
Grady Memorial Hospital		\$110,000	
YMCA of South Hampton Roads		\$60,000	
ForKids		\$50,500	
Feeding America Southwest Virginia		\$50,000	
Hope House Foundation		\$40,000	
Central Pennsylvania Food Bank		\$31,000	
Children's Hospital of the King's Daughters		\$27,500	
Other		\$578,385	
<b>Total Health and Human Services</b>	<b>\$1,236,100</b>	<b>\$1,209,145</b>	<b>-2.2%</b>
<b>Total Community Relations</b>	<b>\$2,736,090</b>	<b>\$2,763,695</b>	<b>1.0%</b>
<b>Special Rothko gift – Feeding America SW Virginia</b>		<b>\$252,000</b>	
<b>Total Health &amp; Human Services (with special Rothko gift)</b>	<b>\$1,236,100</b>	<b>\$1,461,145</b>	<b>18.2%</b>
<b>Total Community Relations (with special Rothko gift)</b>	<b>\$2,736,090</b>	<b>\$3,015,695</b>	<b>10.2%</b>



## EDUCATION (EXCLUDING ALL MATCHING GIFTS)

<b>Operating Grants</b>	<b>2012</b>	<b>2013</b>	<b>% difference</b>
College of William & Mary (Business & Law Schools)		\$52,640	
Georgia Tech Foundation		\$48,000	
University of Illinois Foundation		\$32,000	
Michigan State University		\$26,000	
North Carolina State University		\$26,000	
Virginia Tech Foundation		\$26,000	
Old Dominion University		\$25,000	
Other		\$252,000	
<b>Total Operating Grants</b>	<b>\$643,500</b>	<b>\$487,640</b>	<b>-32.0%</b>
<b>Capital Grants &amp; Endowments</b>			
Eastern Virginia Medical School		\$100,000	
Clafin University		\$25,000	
Roanoke College		\$25,000	
Virginia Wesleyan College		\$25,000	
Other		\$20,000	
<b>Total Capital Grants &amp; Endowments</b>	<b>\$210,000</b>	<b>\$195,000</b>	<b>-7.1%</b>
<b>Special Rothko gift – ACCESS College Foundation, Inc.</b>		<b>\$500,000</b>	
<b>Total Capital Grants &amp; Endowments (with special Rothko gift)</b>	<b>\$210,000</b>	<b>\$695,000</b>	<b>231.0%</b>
<b>State &amp; National Fund Raising</b>			
Virginia Foundation for Independent Colleges		\$50,000	
Independent College Funds		\$65,000	
<b>Total State &amp; National Fund Raising</b>	<b>\$120,000</b>	<b>\$115,000</b>	<b>-4.2%</b>
<b>Scholarships &amp; Fellowships</b>			
National Merit Scholarship Corporation		\$90,400	
ACCESS Scholarship Foundation		\$71,200	
Virginia Institute of Marine Science		\$25,000	

Other		\$37,500	
<b>Total Scholarships &amp; Fellowships</b>	<b>\$215,070</b>	<b>\$219,100</b>	<b>1.9%</b>
<b>Other</b>			
Jefferson County Board of Education		\$50,000	
Virginia Early Childhood Foundation		\$50,000	
Smart Beginnings of South Hampton Roads		\$25,000	
Other		\$79,875	
<b>Total Other</b>	<b>\$ 209,875</b>	<b>\$204,875</b>	<b>-2.4%</b>
<b>Total Education</b>	<b>\$1,398,445</b>	<b>\$1,221,615</b>	<b>-12.6%</b>
<b>Total Education (with special Rothko gift)</b>	<b>\$1,398,445</b>	<b>\$1,721,615</b>	<b>23.1%</b>

## CULTURE AND THE ARTS (EXCLUDING ALL MATCHING GIFTS)

<b>Music</b>	<b>2012</b>	<b>2013</b>	<b>% difference</b>
Virginia Symphony		\$75,675	
Roanoke Symphony		\$27,730	
Other		\$36,345	
<b>Total Music</b>	<b>\$279,035</b>	<b>\$139,750</b>	<b>-49.9%</b>
<b>Museums</b>			
Chrysler Museum of Art		\$205,000	
Virginia Museum of Transportation		\$52,000	
History Museum of Western Virginia		\$52,000	
North Carolina Transportation Museum		\$50,000	
Other		\$117,220	
<b>Total Museums</b>	<b>\$569,020</b>	<b>\$476,220</b>	<b>-16.3%</b>
<b>Special Rothko gift – Va. Museum of Trans.</b>		<b>\$1,500,000</b>	
<b>Special Rothko Gift – Harrison Museum</b>		<b>\$25,000</b>	
<b>Total Museums (with special Rothko gift)</b>	<b>\$569,020</b>	<b>\$2,001,220</b>	<b>251.7%</b>

## Public Radio & TV

WHRO		\$65,000	
Other		\$6,450	
<b>Total Public Radio &amp; TV</b>	<b>\$71,450</b>	<b>\$71,450</b>	<b>0.0%</b>

## Arts Funds or Councils

Business Consortium for Arts Support		\$43,680	
Other		\$11,500	
<b>Total Arts Funds or Councils</b>	<b>\$54,100</b>	<b>\$55,180</b>	<b>2.0%</b>

## Theatres

Virginia Stage Company		\$130,675	
Other		\$12,000	
<b>Total Theatres</b>	<b>\$83,070</b>	<b>\$142,675</b>	<b>71.8%</b>

## Cultural Centers

Kennedy Center for the Performing Arts		\$60,000	
Western Virginia Foundation for the Arts & Sciences		\$51,500	
Woodruff Arts Center		\$28,655	
Other		\$37,500	
<b>Total Cultural Centers</b>	<b>\$204,330</b>	<b>\$177,655</b>	<b>-13.1%</b>

## Dance

Richmond Ballet		\$10,000	
<b>Total Dance</b>	<b>\$0</b>	<b>\$10,000</b>	<b>100.0%</b>

## Libraries

Slover Library Foundation		\$50,000	
Other		\$13,902	
<b>Total Cultural Centers</b>	<b>\$60,500</b>	<b>\$63,902</b>	<b>5.6%</b>

## Other

Virginia Arts Festival		\$75,675	
Zoo Atlanta		\$30,000	
Colonial Williamsburg Foundation		\$25,000	

Governor's School for the Arts		\$25,000	
Indiana Historical Society		\$25,000	
Other		\$104,235	
<b>Total Other</b>	<b>\$307,120</b>	<b>\$284,910</b>	<b>-7.2%</b>
<b>Total Culture and the Arts</b>	<b>\$1,628,625</b>	<b>\$1,421,742</b>	<b>-12.7%</b>
<b>Total Culture and the Arts (with special Rothko gifts)</b>	<b>\$1,628,625</b>	<b>\$2,946,742</b>	<b>80.9%</b>

## BUSINESS & ECONOMIC DEVELOPMENT

<b>Business &amp; Economic Development</b>	<b>2012</b>	<b>2013</b>	<b>% difference</b>
American Coalition for Clean Coal Energy		\$1,000,000	
State Chambers of Commerce and other state-level business groups (various)		\$289,693	
Business Roundtable		\$110,760	
U.S. Chamber of Commerce		\$110,000	
National Association of Manufacturers		\$71,590	
Georgia Allies		\$50,000	
Other		\$226,343	
<b>Total Business &amp; Economic Development</b>	<b>\$1,748,017</b>	<b>\$1,858,386</b>	<b>6.3%</b>

## CIVIC & COMMUNITY

<b>Civic and Community</b>	<b>2012</b>	<b>2013</b>	<b>% difference</b>
Richmond 2015		\$100,000	
Local Police, Fire, and Emergency Services		\$99,790	
Urban League of Hampton Roads		\$25,000	
Urban League of Greater Atlanta		\$25,000	
Other		\$465,667	
<b>Total Civic &amp; Community</b>	<b>\$665,870</b>	<b>\$715,457</b>	<b>7.4%</b>

## ENVIRONMENTAL

Environmental	2012	2013	% difference
Chesapeake Bay Foundation		\$50,000	
The Longleaf Alliance		\$50,000	
Elizabeth River Project		\$30,000	
Nature Conservancy of Virginia		\$25,000	
American Chestnut Foundation		\$25,000	
Other		\$75,500	
<b>Total Environmental</b>	<b>\$216,500</b>	<b>\$255,500</b>	<b>18.0%</b>

## OTHER

Other	2012	2013	% difference
Virginia Center for Coal Research and Energy (ARIES)		\$525,000	
Lead Virginia		\$32,000	
Norfolk Forum		\$25,000	
Operation Lifesaver		\$15,000	
Other		\$60,500	
<b>Total Other</b>	<b>\$650,500</b>	<b>\$657,500</b>	<b>1.1%</b>

## NON-CASH GIFTS

Rolling Stock & Equipment	2012	2013	% difference
Various freight cars to transportation museums and community organizations		\$103,920	
Equipment and materials		\$19,711	
<b>Total Rolling Stock &amp; Equipment</b>	<b>\$131,117</b>	<b>\$123,631</b>	<b>-5.7%</b>

## Real Property

No 2013 Real Property donations

<b>Total Real Property</b>	<b>\$1,274,406</b>	<b>\$0</b>	<b>-100.0%</b>
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## Donated Transportation

24 Loads with 68 ERVs to American Red Cross		\$156,560	
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<b>Total Donated Transportation</b>	<b>\$107,658</b>	<b>\$156,560</b>	<b>45.4%</b>
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## Other

Miscellaneous Donations		\$500	
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<b>Other</b>	<b>\$1,220</b>	<b>\$500</b>	<b>-59.0%</b>
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<b>Total Non-Cash Gifts</b>	<b>\$1,514,401</b>	<b>\$280,691</b>	<b>-81.5%</b>
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## MATCHING GIFTS

In 2013, the Foundation matched 1,289 gifts to 501 organizations.

A total of \$1,655,412 was paid under the Matching Gift program, less than \$1,000 difference from the previous year.

### The Matching Gifts for 2013 were distributed among the eligible categories as follows:

• Education	\$970,697	<i>(580 gifts matched to 257 institutions)</i>
• Arts/Culture	\$666,795	<i>(664 gifts matched to 226 organizations)</i>
• Environmental	\$17,920	<i>(45 gifts matched to 18 organizations)</i>

### The top 10 organizations receiving Matching Gifts were:

• Virginia Tech Foundation	\$80,923
• Chrysler Museum of Art	\$76,862
• College of William and Mary	\$64,356
• Roanoke College	\$62,649
• Virginia Episcopal School	\$43,692
• Virginia Symphony	\$38,146
• Roanoke Catholic School	\$35,999
• WHRO	\$35,978
• Concordia Theological Seminary	\$35,833
• Virginia Arts Festival	\$33,500

Organizations qualifying for Matching Gifts include certain educational institutions, arts/cultural organizations and environmental organizations that are located in the United States, recognized as tax-exempt, non-profit organizations under Section 501(c)(3) of the Internal Revenue Code, and independent of Norfolk Southern.

## GOOD GOVERNMENT FUND - RELATED MATCHING CONTRIBUTIONS

Dating back to 2008, contribution totals include matching contributions provided to charitable organizations as part of the Corporation's GGF Matching Contributions Program. Under this program, employees who contribute to the GGF may designate any tax-exempt charitable organization as the recipient of an equivalent contribution from the Corporation. In 2013, the Corporation contributed \$894,402 through this program, a 13.4% increase or \$105,750 over the previous year's total.

## LOCAL DISCRETION GRANT PROGRAM

The local discretion grant program sponsored by the Corporation allows each operating division of Norfolk Southern Railway Company to recommend contributions, and allows those divisions to demonstrate good corporate citizenship. Each division may make recommendations for up to \$17,000 of contributions annually.

A total of \$187,000 was paid out under the program in 2013, which was an increase of 3.9% over 2012. Community volunteer fire departments, rescue squads, and police departments received \$99,790; arts, cultural, and historic organizations received \$19,500; civic, community relations and human services organizations received \$63,710, and educational institutions received \$4,000.

## DIVERSITY

The Foundation tracks grants made to organizations that support the Corporation's mission to enhance diversity in the workplace. For 2013, a total of \$806,770 in grants was awarded to organizations that support higher education for minorities and women, more productive community relations, and services to underserved populations in Norfolk Southern's operating territory. This figure includes the \$500,000 special Rothko gift to ACCESS College Foundation to support their capital campaign. Without this gift, \$306,770 was awarded in this area in 2013.

A total of \$655,700 in grants was paid to colleges, universities, and scholarship organizations to help women and minorities obtain college educations. Among the recipients were ACCESS Scholarship Foundation, Norfolk State University, North Carolina A&T State University, Tuskegee University, Claflin University, Hampton University, Society of Women Engineers, and the National Society of Black Engineers.



# CONTRIBUTIONS BY MAJOR GEOGRAPHIC LOCATION

## (EXCLUDING MATCHING GIFTS AND GGF - RELATED MATCHING CONTRIBUTIONS)

A breakdown of 2013 contributions by category and by geographic location, including special Rothko gifts, as follows:

### Atlanta

**\$744,539**

*(\$708,340 in 2012 – increase of 5.1%)*

• Civic & Community	23%
• Culture/Arts	13%
• Education	7%
• Environment	2%
• Other Health/Human Services	31%
• United Way	24%

### Roanoke

**\$2,364,647**

*(\$628,147 in 2012 – increase of 276.4%)*

• Civic & Community	2%
• Culture/Arts	75%
• Education	2%
• Environment	0%
• Other Health/Human Services	14%
• United Way	7%

### Hampton Roads

**\$2,605,692**

*(\$2,272,523 in 2012 – increase of 14.7%)*

• Civic & Community	6%
• Culture/Arts	28%
• Education	30%
• Environment	3%
• Other Health/Human Services	24%
• United Way	9%

Contributions made from the Rothko sale affected our regional giving in both Norfolk and Roanoke. Details of that impact are reflected as follows. Giving in Atlanta was not impacted by the special Rothko gifts and thus is not included in this breakdown.

### Hampton Roads

**\$2,105,692 without special Rothko gift**

*(\$2,272,523 in 2012 – decrease of 7.3%)*

• Civic & Community	7%
• Culture/Arts	35%
• Education	14%
• Environment	4%
• Other Health/Human Services	29%
• United Way	11%

### Roanoke

**\$587,647 without special Rothko gifts**

*(\$628,147 in 2012 – decrease of 6.5%)*

• Civic & Community	4%
• Culture/Arts	44%
• Education	6%
• Environment	0%
• Other Health/Human Services	15%
• United Way	31%

## LONG-TERM PLEDGES

In 2013, payments were completed by the Norfolk Southern Foundation and the Corporation on 10 long-term pledges, and 16 new long-term pledges were authorized.

### NEW PLEDGES

<b>Organization</b>	<b>Annual Payment</b>	<b>Years Pledged</b>
Chesapeake Bay Foundation (capital project)	\$50,000	5
Chrysler Museum of Art (capital project)	\$100,000	5
Friends of McCalla (capital project)	\$125,000	2
Indiana Historical Society (general operating support)	\$25,000	4
Kennesaw Museum Foundation (capital project)	\$25,000	4
Lead Virginia (general operating support)	\$25,000	3
Lowcountry Open Land Trust (general operating support)	\$10,000	3
Metro Atlanta Chamber of Commerce (general operating support)	\$10,000	5
The Nature Conservancy of Virginia (general operating support)	\$25,000	2
The Norfolk Forum (general operating support)	\$25,000	3
Old Dominion University Educational Foundation (general operating support)	\$25,000	5
Operation Our Town (general operating support)	\$10,000	3
Richmond 2015 (general operating support)	\$75,000	3
Science Museum of Western Virginia (capital project)	\$10,000	5
Virginia Museum of Fine Arts (general operating support)	\$25,000	3
Virginia Stage Company (capital project)	\$50,000	2

### EXISTING PLEDGES

<b>Type*</b>	<b>Organization</b>	<b>Annual Payment</b>	<b>Years Pledged</b>
F	Boys & Girls Club of Southeastern Georgia	\$5,000	0
C	Chrysler Museum of Art (separate from other grant to Chrysler)	\$100,000	0

<b>Type*</b>	<b>Organization</b>	<b>Annual Payment</b>	<b>Years Pledged</b>
F	Claflin University	\$25,000	0
B	Georgia Chamber of Commerce	\$20,000	0
B	John Foster Dulles Elementary School	\$5,000	0
B	John Hope College Preparatory High School	\$5,000	0
B	Norfolk Forum	\$25,000	0
F	University of Virginia Fund	\$10,000	0
F	Virginia Institute of Marine Science	\$25,000	0
F	YMCA of South Hampton Roads	\$10,000	0
F	Children's Hospital of the King's Daughters	\$25,000	1
F	Eastern Virginia Medical School	\$50,000	1
C	Friends of McCalla	\$125,000	1
F	Grady Memorial Hospital	\$100,000	1
F	Greater Bluefield Community Center	\$10,000	1
C	Jefferson County Board of Education	\$50,000	1
C	McAdory Area Fire District	\$150,000	1
F	The Nature Conservancy of Virginia	\$25,000	1
F	Roanoke College	\$25,000	1
F	Salvation Army Tidewater Area Command	\$25,000	1
F	University of Missouri – St. Louis/Barriger Library	\$10,000	1
F	Virginia Business Higher Education Council	\$10,000	1
F	Virginia Stage Company	\$50,000	1
F	Western Virginia Foundation for Arts & Sciences	\$20,000	1
F	William and Mary Law School	\$30,000	1
F	Zoo Atlanta	\$30,000	1
F	Eastern Virginia Medical School (Special Matching Grant)	\$50,000	2
B	Hampton Roads Center for Civic Engagement	\$10,000	2
B	Lead Virginia	\$25,000	2
F	Lowcountry Open Land Trust	\$10,000	2
B	The Norfolk Forum	\$25,000	2
F	Operation Our Town	\$10,000	2
B	Richmond 2015	\$75,000	2

<b>Type*</b>	<b>Organization</b>	<b>Annual Payment</b>	<b>Years Pledged</b>
C	Virginia Center for Coal and Energy	\$500,000	2
B	Virginia Museum of Fine Arts	\$25,000	2
F	Virginia Wesleyan College	\$25,000	2
B	Hampton Roads Chamber of Commerce		
	Foundation/Hampton Roads Economic Development Alliance	\$50,000	3
F	Indiana Historical Society	\$25,000	3
F	Kennesaw Museum Foundation	\$25,000	3
F	North Carolina Transportation Museum Foundation	\$50,000	3
B	Roanoke Regional Partnership	\$5,000	3
F	Slover Library Foundation	\$50,000	3
F	WHRO	\$20,000	3
F	Chesapeake Bay Foundation	\$50,000	4
F	Chrysler Museum of Art	\$100,000	4
B	Metro Atlanta Chamber of Commerce	\$10,000	4
F	Old Dominion University Educational Foundation	\$25,000	4
F	Science Museum of Western Virginia	\$10,000	4

\* F – Foundation, B – Business, C – Corporate

## 2014 FUNDING STATUS

For the 2014 funding year, the Foundation received 251 proposal requests, seeking approximately \$7.9 million, by the September 30, 2013 deadline.

Of these requests, 40 “core” organizations in Norfolk, Roanoke and Atlanta were funded (including independent college funds); and 71 organizations, including 9 first-time recipients, received pledges for funding in 2014. In addition, \$332,500 was set aside for grants to colleges and universities in support of Norfolk Southern’s scholarship programs.

For 2014, the Trustees authorized a budget of \$7.0 million, which was unchanged from the previous year’s budget. The Foundation anticipates funding all \$7.0 million in 2014.

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Through April 30, 2014, the Foundation awarded a total of \$2,132,261 in grants and Matching Gifts. Business payments were 1,789,183.03 and Corporate contributions were \$710,000. The estimated market value of Foundation assets on April 30, 2014, was \$4,043,307.18.

Our Vision

**BE THE SAFEST, MOST CUSTOMER-FOCUSED, AND SUCCESSFUL  
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