

**NORFOLK SOUTHERN CORPORATION NON-DEDUCTIBLE PAYMENTS
IN 2015 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**

Organization	Non-Deductible Portion
American Association of Railroads	\$880,000
American Coalition for Clean Coal Electricity	\$200,000
Business Roundtable	\$129,600
CoalBlue Project	\$45,000
US Chamber of Commerce	\$35,000
Virginians For Fair Representation	\$25,000
National Association of Manufacturers	\$19,300