

**NORFOLK SOUTHERN CORPORATION NON-DEDUCTIBLE PAYMENTS IN 2019 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>
American Association of Railroads	\$769,464
America's Power	\$30,000
US Chamber of Commerce	\$20,000
National Association of Manufacturers	\$14,318
Pennsylvania Chamber of Business and Industry	\$11,638