

**NORFOLK SOUTHERN CORPORATION NON-DEDUCTIBLE PAYMENTS IN 2022 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**

<b><u>ORGANIZATION</u></b>	<b><u>NON-DEDUCTIBLE PORTION</u></b>
ASSOCIATION OF AMERICAN RAILROADS	\$707,004
NATIONAL ASSOCIATION OF MANUFACTURERS	\$25,772
OHIO RAILROAD ASSOCIATION	\$23,625
ILLINOIS RAILROAD ASSOCIATION	\$16,802
PENNSYLVANIA CHAMBER OF BUSINESS AND INDUSTRY	\$13,600
TENNESSEE RAILROAD ASSOCIATION	\$13,000