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Norfolk Southern launched our formal corporate sustainability program six years ago with the understanding that our long-term business success is connected to the health of our communities, our environment and our employees.

As a leading freight carrier, we believe our railroad should invest in communities where we operate and promote environmental stewardship.

Across our 22-state system, Norfolk Southern employees advance our sustainability initiatives by contributing their time, talent and treasure to volunteer activities that enrich the communities we serve. Through our Thoroughbred Volunteers program and on their own, employees collect food for local food banks, clean up parks and nature trails, read to children in schools and homeless shelters, and give back in numerous other ways.

Since 1983, the Norfolk Southern Foundation, our charitable giving affiliate, has donated more than \$131 million to community nonprofits. In 2012, the foundation gave \$7 million, a 13 percent increase over 2011. To bolster communities in a tough economy, the foundation has increased funding to health and human service groups, including food banks and free medical clinics.

Norfolk Southern has adopted a broad approach to reduce our business impacts on the environment, and it is paying off. Within two years of announcing a five-year goal to reduce our greenhouse gas emissions by 10 percent per revenue ton-mile, we have reached nearly 60 percent of the target. We've achieved that through a strategy that relies on technology, innovation and employee productivity to improve network operating efficiencies, reduce locomotive fuel burn and increase the energy efficiency of railroad facilities.

Beyond operational programs, we are working with private and public partners on carbon mitigation projects. These efforts reduce the potential impact of our unavoidable business emissions and complement existing environmental benefits associated with rail transportation — trains are more fuel efficient and emit less greenhouse gas than trucks. Our “Trees and Trains” partnership to reforest 10,000 acres in the Mississippi Alluvial Valley, for example, is producing meaningful environmental, economic and social benefits in a region long served by the railroad.

Additionally, the Norfolk Southern Foundation has increased giving to organizations working to preserve natural resources. In 2012, that included grants to The Longleaf Alliance to help restore ecologically valuable longleaf pines to the U.S. Southeast and to the American Chestnut Foundation to support reforestation of former coal mine sites.

I invite you to learn more about Norfolk Southern's sustainability program at www.nssustainability.com.



Wick Moorman
CEO