



HERE'S WHAT THE CRESCENT CORRIDOR WILL DO FOR AMERICA

ECONOMIC DEVELOPMENT	2020	2030
Job Creation	47,000	73,000
Cumulative Economic Impact	\$16.7 billion	\$39.8 billion
LONG-TERM PUBLIC BENEFITS	2030	2040
State of Good Repair <i>(Highway maintenance savings)</i>	\$1.2 billion	\$1.9 billion
Livability <i>(Reduced highway congestion savings)</i>	\$7.7 billion	\$11.9 billion
Safety and Security <i>(Accident savings)</i>	\$2.0 billion	\$3.0 billion
Economic Competitiveness <i>(Shipping and logistics cost savings)</i>	\$14 billion	\$21.6 billion
Sustainability <i>(Reduced CO2 emissions and fuel savings)</i>	\$2.0 billion	\$3.1 billion
Cumulative Economic Value	\$35.3 billion	\$55 billion
Benefit Cost Ratio	\$16	\$25

(Return on every \$ invested in Crescent Corridor)

Norfolk Southern Corporation (NYSE: NSC) is a leading North American transportation provider. Its Norfolk Southern Railway subsidiary operates approximately 21,000 route miles in 22 states and the District of Columbia, serves every major container port in the eastern United States, and provides efficient connections to other rail carriers. Norfolk Southern operates the most extensive intermodal network in the East and is a major transporter of coal and industrial products.



FOR MORE INFORMATION ABOUT THE CRESCENT CORRIDOR AND OTHER NORFOLK SOUTHERN PUBLIC-PRIVATE PARTNERSHIPS, PLEASE VISIT WWW.THEFUTURENEEDSUS.COM.



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WEST VIRGINIA



“Existing transportation resources cannot deal with the ever- increasing needs of our nation’s freight transportation network. The Crescent project will provide a new freight corridor to remove over 1 million trucks a year from our already strained national interstate system, and do so in a timely, environmentally friendly, and altogether cheaper way.”

– WEST VIRGINIA SENATOR JOE MANCHIN III



NORFOLK SOUTHERN'S CRESCENT CORRIDOR

SAFE, AFFORDABLE, GREEN SOLUTIONS TO AMERICA'S TRANSPORTATION INFRASTRUCTURE CHALLENGES

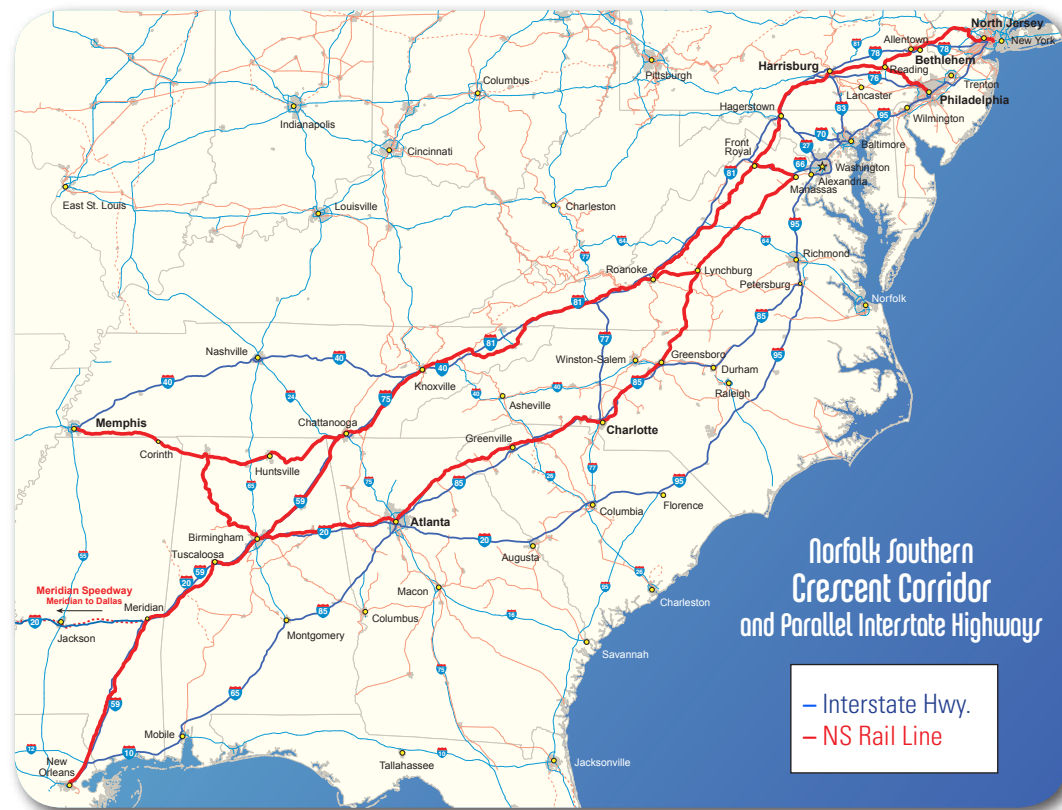
West Virginia and America are facing a transportation infrastructure crisis. Our roads and bridges cannot handle all the traffic forecasted. The U.S. Department of Transportation predicts that demand for freight transportation will increase by 92 percent by 2035.

One solution is to shift some of this freight from the roads to the rails. Shipping by rail is a safe, clean, fuel-efficient, green alternative to building new highways. One train can transport the same amount of freight as nearly 300 trucks. And railroads are three or more times more fuel efficient than trucks – on average moving a ton of freight 436 miles per gallon of fuel.

Norfolk Southern's Crescent Corridor initiative will be one of the single biggest additions of new freight capacity in America since the creation of the Interstate Highway System. The Crescent Corridor is an existing 2,500-mile railroad route from New Jersey to Memphis, and beyond to New Orleans. NS is making infrastructure improvements to create

a high-speed intermodal freight route between the Southeast and Northeast that is competitive with all-highway freight transportation. The railroad is straightening curves, adding passing tracks, improving signal systems, and building and expanding intermodal facilities in Alabama, Pennsylvania, and Tennessee.

Nearly \$2.5 billion in Crescent Corridor projects have been identified, and based on the public benefits that stand to be derived in the form of highway congestion relief, NS plans to implement the Crescent Corridor initiative through a series of public-private partnerships. When the Crescent Corridor initiative is fully implemented, it is anticipated that 1.3 million truckloads of freight will be absorbed from the highways to the rails annually, saving the U.S. 169 million gallons of fuel per year, reducing carbon emissions by 1.9 million tons, and generating a projected 73,000 jobs by 2030 – 47,000 of them by 2020. The Corridor will start handling traffic in 2012, and with shared investment, could reach full capacity by 2021.



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CRESCENT CORRIDOR AT-A-GLANCE

Most comprehensive public-private partnership for improving freight rail transportation in the East

- **Nearly 400 miles** of new passing track and double track
- New or expanded intermodal terminals in **11 markets**
- **\$2.5 billion** in new investment

More options for shippers

- **2,500-mile** rail network from New Jersey to Louisiana, parallel to Interstate highways
- High-speed intermodal freight route will be competitive with all-highway transit times between the Northeast and Southeast

Rail service benefits the environment

- CO2 emissions reduced by **1.9 million tons** annually
- **169 million** gallons of fuel saved annually

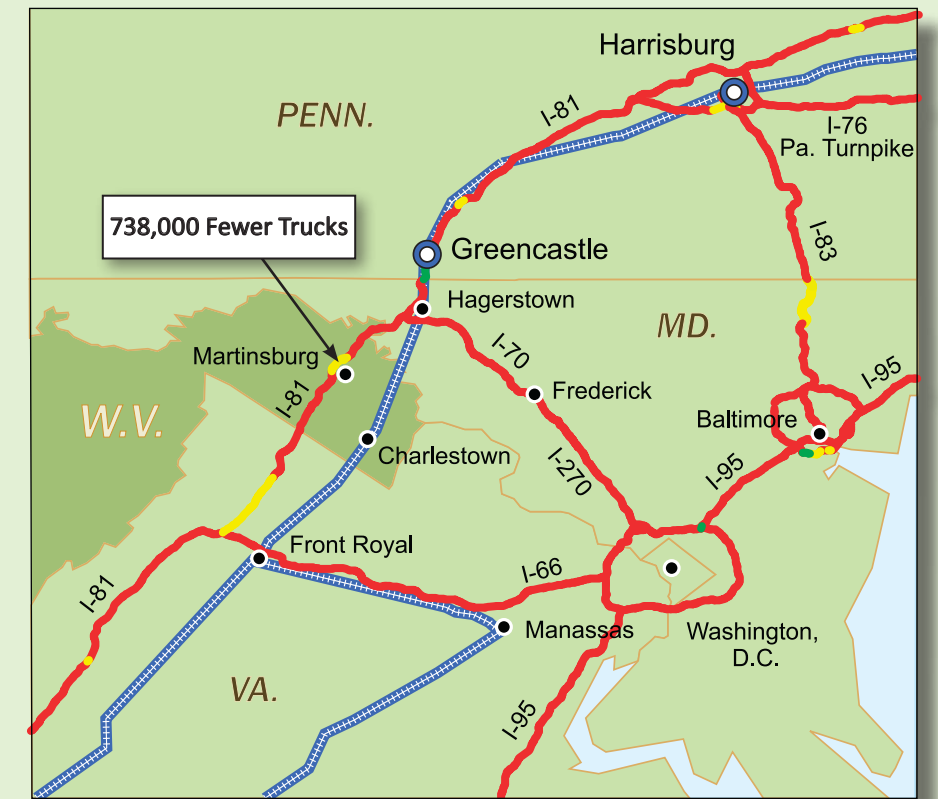
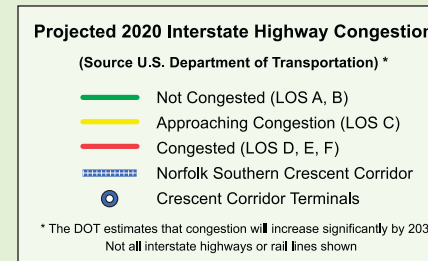
13-state economic engine

- **73,000 jobs** by 2030 – 47,000 of them by 2020
- **\$326 million** in new tax revenues annually for states, communities

Safer, less congested roads

- **1.3 million** trucks diverted from highways to rails annually
- **\$575 million** savings in annual congestion costs for motorists
- **\$92 million** savings in annual highway maintenance costs
- **\$146 million** savings in annual accident costs for motorists

738,000 FEWER LONG-HAUL TRUCKS ANNUALLY on West Virginia Interstate highways means safer, less congested roads for motorists, reduced highway maintenance costs for state government, and cleaner air for everyone.



WEST VIRGINIA & THE CRESCENT CORRIDOR

Norfolk Southern's Crescent Corridor is expected to bring substantial safety, environmental, and economic benefits to West Virginia.

Each year, the Crescent Corridor should help divert more than 738,000 long-haul trucks from West Virginia highways to rail, especially along Interstate 81. Annually, this should conserve 2.5 million gallons of fuel and reduce CO2 emissions into the atmosphere by 27,000 tons. At the same time, it should save \$8.4 million in congestion-related costs and \$2.1 million from reduced accidents and fatalities and eliminate nearly \$1.7 million in annual highway maintenance costs.

The Crescent Corridor will strengthen West Virginia's transportation network with improved rail connections and faster transit times for goods moving in and out of the state and provide shippers and receivers with a new high-speed intermodal freight option that could reduce their annual logistics costs by as much as \$35 million.

BENEFITS FOR WEST VIRGINIA

- **738,000** fewer long-haul trucks annually on West Virginia highways
- **2.5 million** fewer gallons of fuel consumed annually on West Virginia highways
- **27,000** fewer tons of CO2 released annually into West Virginia's air
- **\$8.4 million** savings in annual congestion costs for West Virginia motorists
- **\$1.7 million** savings in annual maintenance costs on West Virginia highways
- **\$2.1 million** savings in annual accident costs for West Virginia motorists
- **\$34.7 million** savings in reduced logistics costs for West Virginia businesses

NORFOLK SOUTHERN SERVICE FOR WEST VIRGINIA

- 833 route miles
- 1,020 employees
- \$68.5 million annual payroll
- \$38 million in annual purchases and payments
- NS helped attract \$36 million in investment in new or expanded industries in West Virginia over the last 10 years, creating an estimated 172 jobs.