Batteries and Buses: Region 3 Clean School Bus Rebate Program

December 13th, 2023
Electric school bus FAQs

By the numbers

- **100-120+ mi**
  Average range on a full charge

- **~3 hrs**
  To fully charge with a DC fast charger

- **98%**
  Battery capacity maintained after 5 years

- **97%**
  Fewer moving parts compared to a diesel engine

- **550 lbs**
  Reduction in NO\(_x\) per bus compared to diesel

- **240 tonnes**
  CO\(_2\) reduced per bus compared to diesel
The Highland story

- Founded in 2019
- Active in 30+ states & Canada
- ~$60 million in grants & incentives secured for our partners
- Largest electric school bus project in North America
- 500+ electric school buses under contract

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500+ electric school buses under contract
Broad Fleet Electrification Experience

1MM+ ELECTRIC MILES DRIVEN

500+ ELECTRIC SCHOOL BUSES UNDER CONTRACT

20+ SCHOOL DISTRICT PARTNERS

5+ PROJECTS IN RURAL OR UNDERSERVED COMMUNITIES

Highland projects

Active & pipeline states & provinces

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The smartest way to upgrade to electric

WITH A HIGHLAND PARTNERSHIP:

1. **Plan**: We design & implement the entire project.
2. **Budget**: We apply for grants & create a budget that encompasses all aspects of your electric fleet.
3. **Build**: We procure school buses & infrastructure & manage the construction of depot upgrades.
4. **Train**: We train your drivers & mechanics to operate & maintain your new fleet.
5. **Charge**: We charge the school buses during off-peak hours and ensure you’re ready for all routes.
6. **Maintain**: We reimburse for all repair costs, including parts and labor.

**Our Guarantee:** Buses will be charged & route-ready every school day – if not, we pay for the downtime.
Grant dollars for your transportation budget

Highland has helped districts secure ~$60 million in grants & incentives

More buses, for less $  
Grants & incentives make your existing transportation budget go further

Federal Programs  
EPA Clean School Bus Program, IRA, ZETF, DOE

Local Programs  
HVIP, NYTVIP, MassCEC, ACTBus, CFS

Utility Programs  
EVSE Rebates, Demand Response, V2G
EPA Clean School Bus Program

Overview:
The EPA Clean School Bus Program was authorized through the Bipartisan Infrastructure Law.

Funding:
$5 billion available for school bus electrification over 5 years.
- Round 1 - $900+M was awarded in 2023.
- Round 2 - $400+M awards in Q1 2024
- Round 3 - $500+M opportunity is now open!

Goal:
To replace existing gas and diesel school buses with zero-emission and low-emission vehicle models.
**Program Overview**

- **Application Limit:** One application per district
- **Award Mechanism:** Rebates awarded using lottery selection
- **Vehicle Types:** Electric, CNG, Propane
- **Funding Split:** 50% for Electric and 50% for Clean (Electric, CNG, Propane)
- **Priority & Non-Priority District Funding:** 60% funding for Priority and 40% Non-Priority
- **Funding Maximums:** $345k per bus for Priority and $200k per bus for Non-Priority
- **Project Size:** 1-25 buses

**Application Requirements**

- **Applicants:** Public districts, tribes, or third-party partners, including Highland
- **Application Portal:** Submit through EPA portal; Must have Active SAM.gov registration and Point of Contact
- **Materials:** Bus Data, District Approval Form, School Board Awareness Form, Utility Form
- **How Highland Can Help:** We can apply for you, taking care of SAM.gov, forms, data, follow-up & compliance monitoring.

**Implementation Requirements**

- **Project Implementation:** Within 24 months of award, April 2026
- **Scrappage:** Vehicle model year 2010 or older, diesel-powered, operational
- **Bus:** Vehicle must serve the district for five years with limited exceptions
- **Use of Rebate Funds:** Funding can be applied to bus and charger purchases
- **How Highland Can Help:** As your partner, we manage compliance with you through all stages of implementation
Highland Supports Districts with the EPA

**Proven Results:**

100% Successful Track Record
All districts Highland is working with who were awarded EPA Round 1 funds have projects successfully in development. In contrast, districts that did not apply with Highland have experienced considerable project delays and over 10% have returned their award. An experienced partner is invaluable in helping facilitate the application and bringing your project successfully through all stages of implementation.

Broad support for EPA Round 2
100+ districts applied with Highland for EPA Round 2. Our applications included bipartisan support from governors, senators, congressmembers, utilities, non-profits and community stakeholders.

Budget & Timeline Transparency
EPA funded projects still have implementation, operating and maintenance costs. Highland’s model reduces project costs and protects districts from construction change orders, volatile electricity prices and other surprise expenses. We track project milestones clearly and ensure projects fit in your budget.

Procurement, Sourcing & Implementation Expertise
Highland has partnerships with established cooperative purchasing partners, including Sourcewell. As the largest buyer of electric school buses in the US we get better vehicle pricing and faster delivery times. We can even assist with sourcing and scrapping an older diesel bus if needed.

Easy Application & Administration
Highland takes care of SAM.gov registration, utility conversations, supplemental forms management, simplifying your data collection, ensuring your application meets all requirements, submission of your application, and EPA reporting after award.
EPA Clean School Bus Program FAQs

If I applied for previous EPA funds, should I still apply?

Yes! If you applied for a previous round of EPA funding, EPA has explicitly stated that you can apply for Round 3 and you should. This is a significant funding opportunity, and applying signals to the EPA that you are committed to improving your fleet.

How does the EPA decide which applications to select?

The winners are selected via a lottery process designed to ensure that each state receives at least one project as long as one of its districts submits a viable application.

What’s the 2023 CSB Rebate Program timeline?

Key Dates and Timelines:
- Submit Questions & Comments: January 10, 2024, 4:00 PM ET
- Submission Date: January 31, 2024, 4:00 PM ET
- Notification of Selection: April 2024
- Selectees submit Payment Request Forms with purchase orders demonstrating that new buses and eligible infrastructure have been ordered: April 2024 – October 2024
- Project period deadline for selectees to receive new buses, install eligible infrastructure, replace existing buses, and submit Close Out Forms: April 2026
Thank you

Claire Alford
claire@highlandfleets.com
Appendix

Customer Testimonial

Sample Project Timelines

Industry Partnerships
Reliable buses in every climate

“…” Our electric bus handled great all winter — in the rain, snow, and sleet. With diesel, I had to warm the engine up for 30 minutes and now I’m ready to go in 5-10 minutes. My visibility is better since the windows don’t fog up as much with the electric heating system. Plus, the fans & heating system are quieter, so I can hear the kids better if they need me.”

— Gerrie Cahill, Driver, Beverly Public Schools
Sample depot electrification timeline

Project development must begin at least 12–18 months before buses arrive

<table>
<thead>
<tr>
<th>ACTIVITY</th>
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<th>Bus Delivery</th>
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# Ongoing electric fleet operation

Highland supports fleet operations for the duration of the 10–15-year contract

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<thead>
<tr>
<th>ACTIVITY</th>
<th>Contract Length</th>
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<tbody>
<tr>
<td>Phased fleet delivery</td>
<td>2nd fleet delivery</td>
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<tr>
<td>Phased depot electrification*</td>
<td>2nd depot electrification</td>
</tr>
<tr>
<td>Fueling</td>
<td>Fuel - e.g., 10k+ miles/year included</td>
</tr>
<tr>
<td>Managed Charging</td>
<td>Charge optimization, energy management, V2G technology</td>
</tr>
<tr>
<td>Charger Maintenance</td>
<td>Charger software &amp; firmware updates, scheduled maintenance</td>
</tr>
<tr>
<td>Vehicle Maintenance</td>
<td>Ongoing service &amp; labor reimbursement</td>
</tr>
<tr>
<td>Software Access</td>
<td>Live and historical route data, vehicle telemetry, performance metrics, reporting</td>
</tr>
<tr>
<td>Budget Neutrality</td>
<td>Budget tracking &amp; review</td>
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*Additional depot construction or existing depot expansion
Industry-leading partnerships

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<thead>
<tr>
<th>BUSES</th>
<th>DISTRIBUTED ENERGY RESOURCES</th>
<th>CHARGER INFRASTRUCTURE</th>
<th>SOFTWARE</th>
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<tbody>
<tr>
<td>Thomas Built Buses</td>
<td>voltus (CPower)</td>
<td>Rhombus Energy Solutions</td>
<td>Synop</td>
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<tr>
<th>UTILITIES</th>
<th>FINANCIAL PARTNERS</th>
<th>ELECTRIFICATION PARTNERS</th>
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<tr>
<td>pepco</td>
<td>nationalgrid</td>
<td>VISION RIDGE PARTNERS</td>
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<tr>
<td>Blue Bird</td>
<td>Xcel Energy</td>
<td>FONTALIS PARTNERS</td>
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**Purchasing Scale** allows us to secure a strong equipment pipeline at attractive prices.

**Close Relationships** enable us to quickly address any issues that may arise.