



Highland

Charging Dispenser



Bi-Directional V2G

Highland

**Batteries and Buses: Region 3 Clean  
School Bus Rebate Program**

**December 13<sup>th</sup>, 2023**

# Electric school bus FAQs

## By the numbers



100 mi

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

3hrs

**~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<sub>x</sub> per bus  
compared to diesel



**240 tonnes**  
CO<sub>2</sub> 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



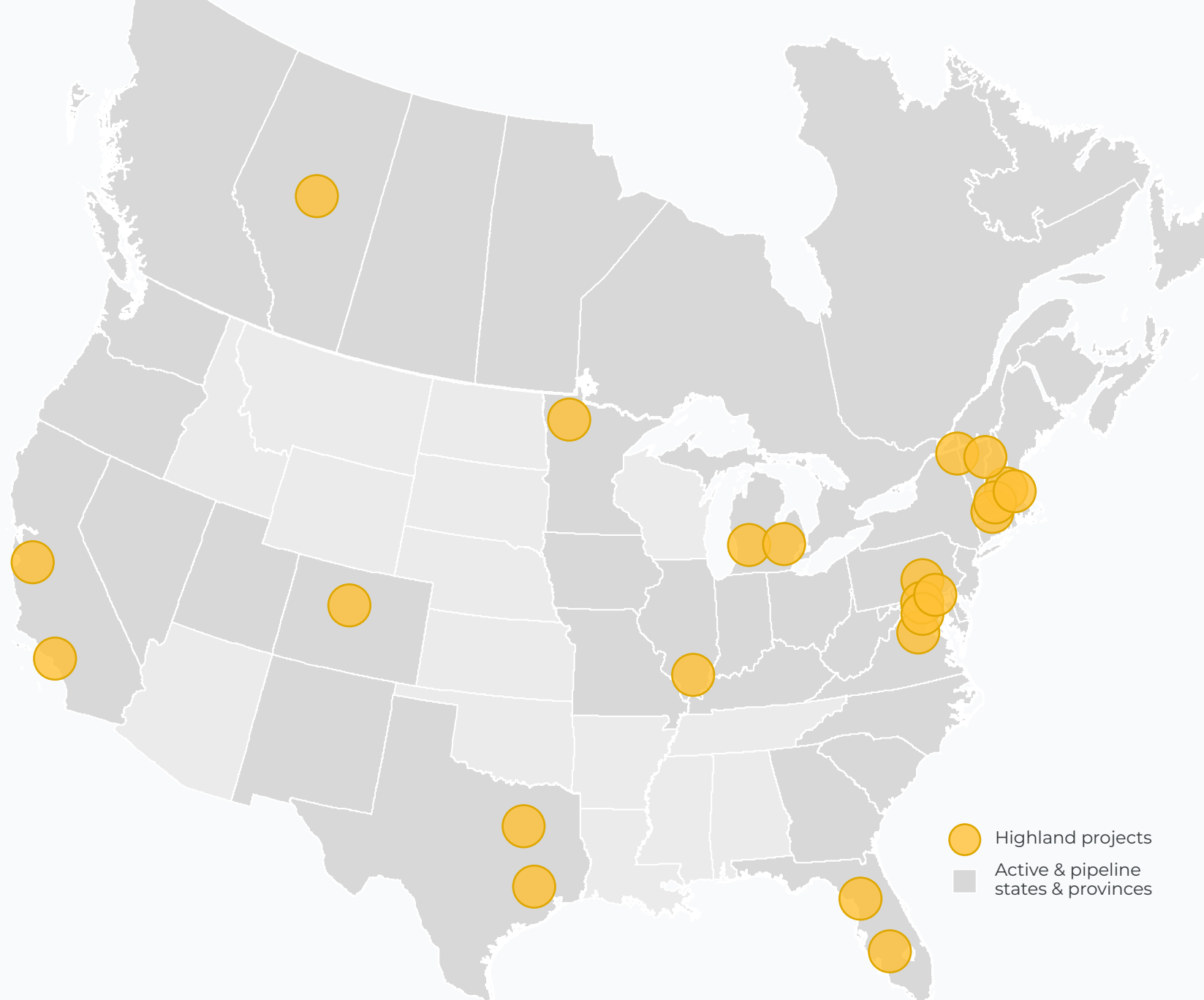
# Broad Fleet Electrification Experience

**1MM+** ELECTRIC MILES DRIVEN

**500+** ELECTRIC SCHOOL BUSES UNDER CONTRACT

**20+** SCHOOL DISTRICT PARTNERS

**5+** PROJECTS IN RURAL OR UNDERSERVED COMMUNITIES





# 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

FY22-FY26



## 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.



# EPA Clean School Bus Program Round 3

\$500M in Rebates

Opened: September 2023

Deadline: January 31, 2024

Selection: April 2024

## 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 securing incentives & deploying EV bus fleets.



## 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 Sourcwell. 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  
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# Appendix

Customer Testimonial

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Sample Project Timelines

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Industry Partnerships

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# Reliable buses in every climate



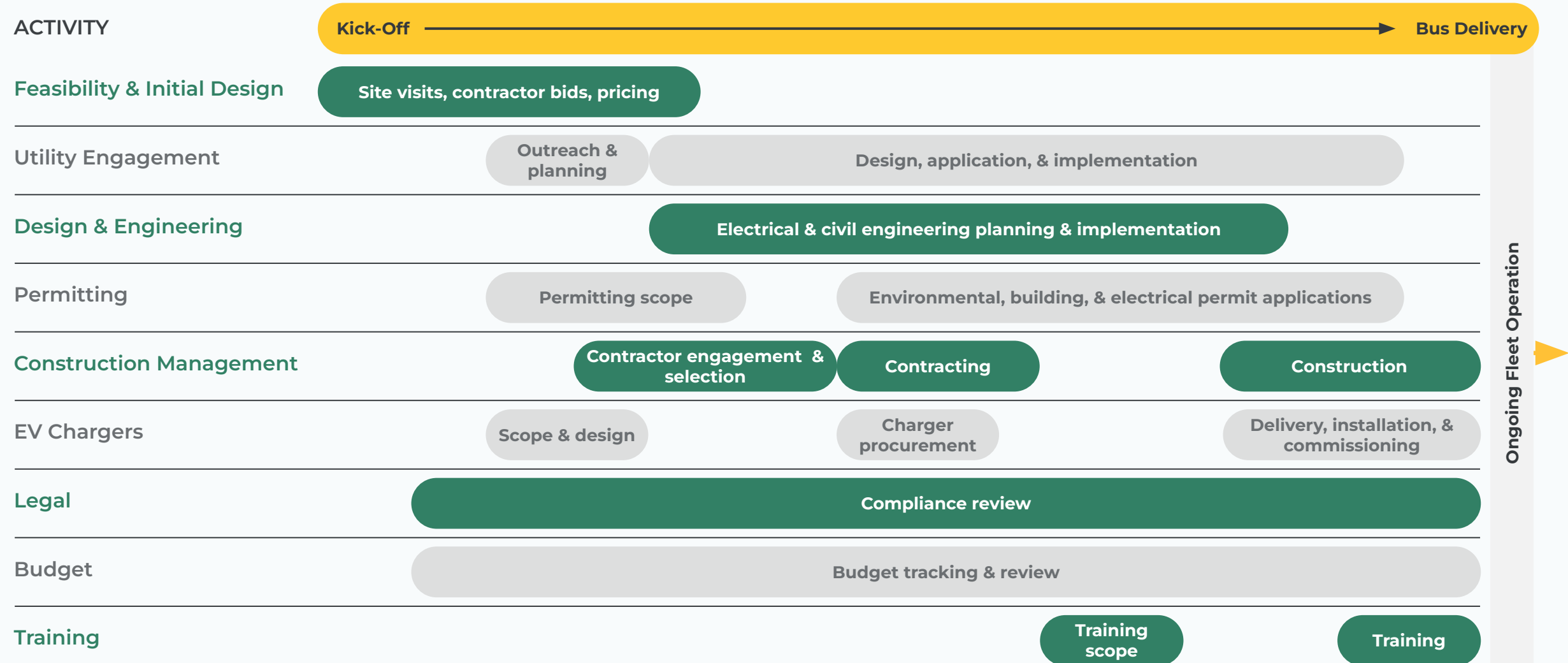
“Our electric bus handled great all winter -- in the rain, snow, and sleet. With diesel, I had to warm the engine up for 30 minutes and now I’m ready to go in 5-10 minutes. My visibility is better since the windows don’t fog up as much with the electric heating system. Plus, the fans & heating system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

— Gerrie Cahill, Driver, Beverly Public Schools



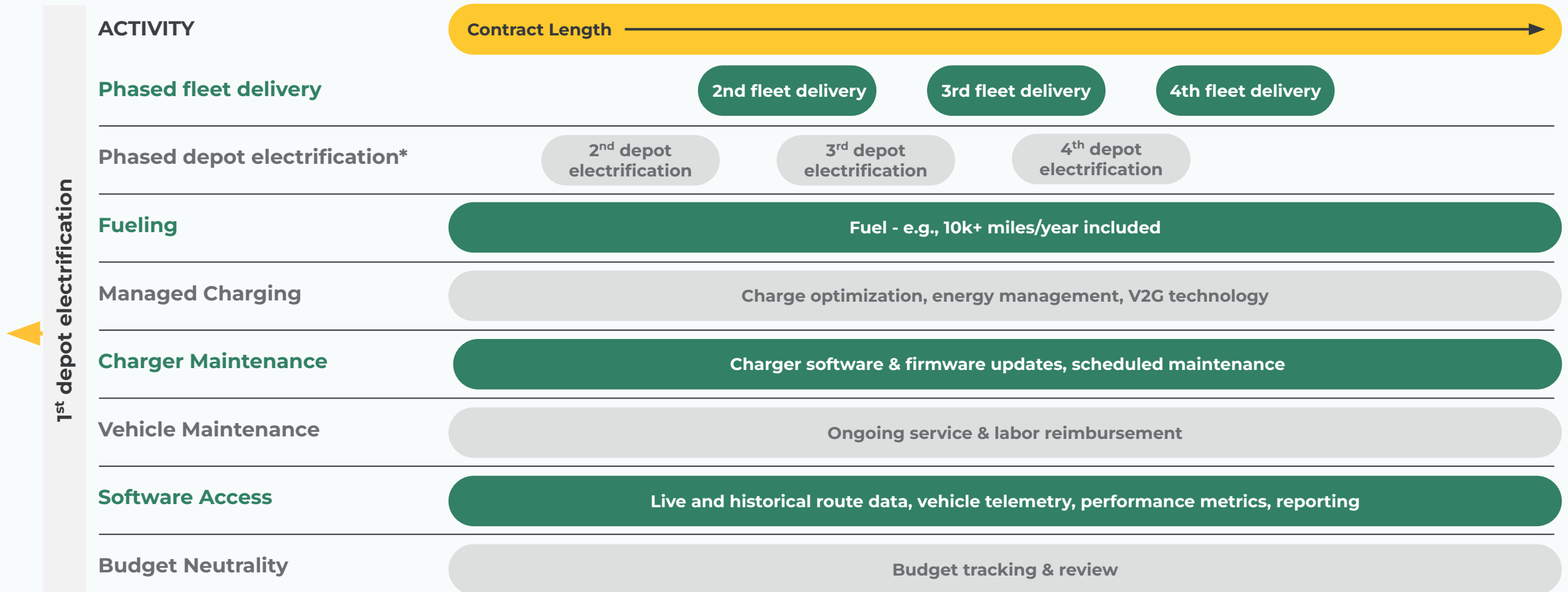
# Sample depot electrification timeline

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



# Ongoing electric fleet operation


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





\*Additional depot construction or existing depot expansion

# Industry-leading partnerships


**BUSES**



**DISTRIBUTED ENERGY RESOURCES**



**CHARGER INFRASTRUCTURE**



**SOFTWARE**



**UTILITIES**



**FINANCIAL PARTNERS**



**ELECTRIFICATION PARTNERS**



**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

