



**Highland**<sup>®</sup>

Illinois Renewable Energy Conference

October 2024

# The Highland story



**Founded  
in 2019**



**Active in 30+  
states & Canada**



**~\$350 million in grants &  
incentives secured for  
our partners**



**Largest electric  
school bus project  
in North America**



**600+ electric  
school buses  
under contract**





SAF-T-LINER CE

22060

Highland

BATTERY DISCONNECT SWITCH

## ELECTRIC FLEET

# Community Benefits



### Community Health

Emissions-free vehicles eliminate toxic diesel fumes.



### Environmental Justice

Improve air quality for traditionally underserved communities.



### School Budgets

Restore balance to your transportation budget with predictable pricing.



### Driver Satisfaction

Recruit and retain drivers with clean, quiet, and easy-to-drive vehicles.



### Climate

Reduce pollution & greenhouse gas emissions.



### Academic Success

Improve academic performance & increase attendance with cleaner air.



### Emergency Resilience

Electric school buses can power your community in an emergency.



### Grid Modernization

With vehicle-to-grid technology (V2G), electric school buses are helping build a stronger grid.

90%



# Barriers to electrification



**Affordability**



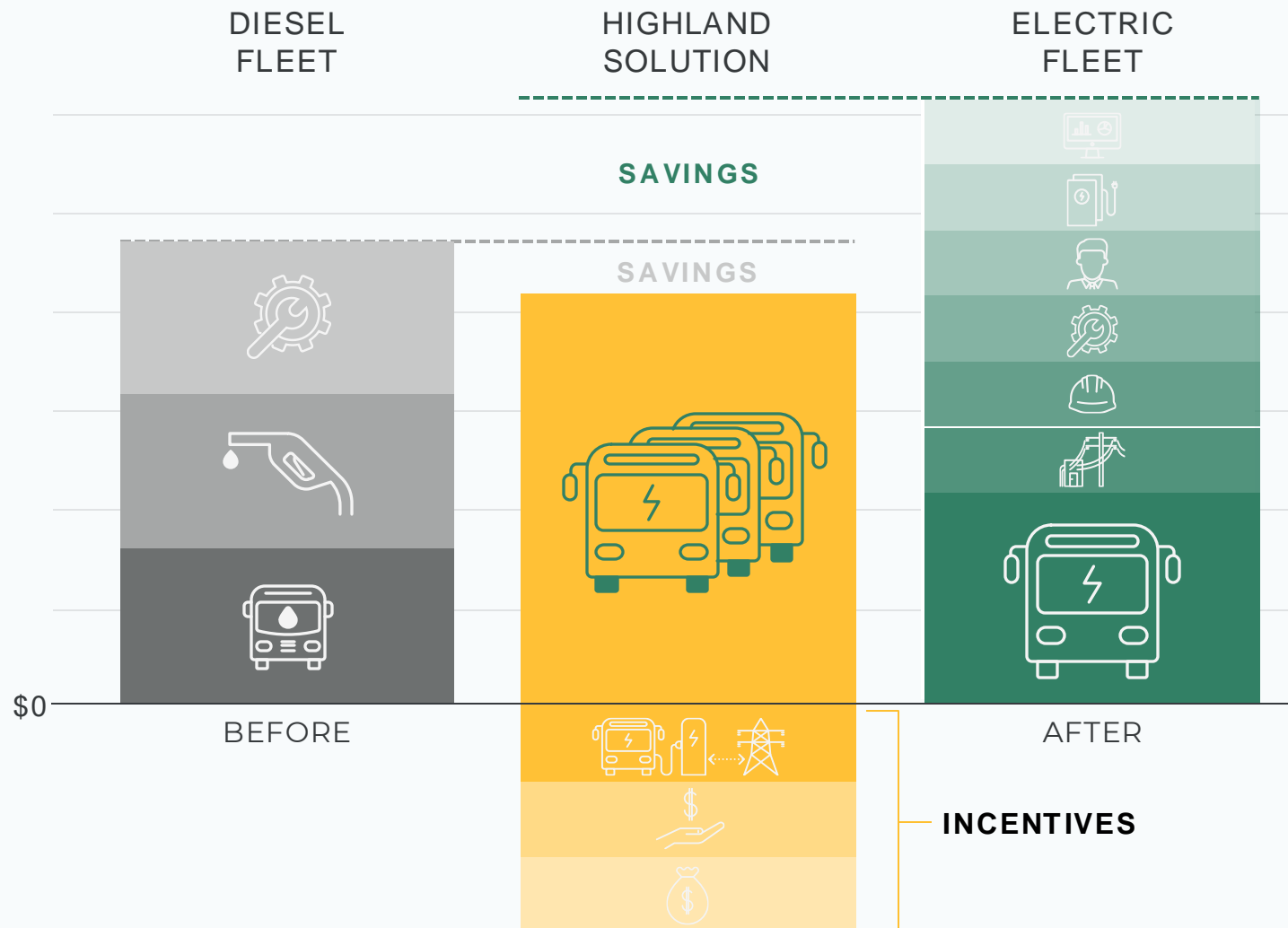
**Complexity**



**Risk & Reliability**



# Highland helps achieve cost savings

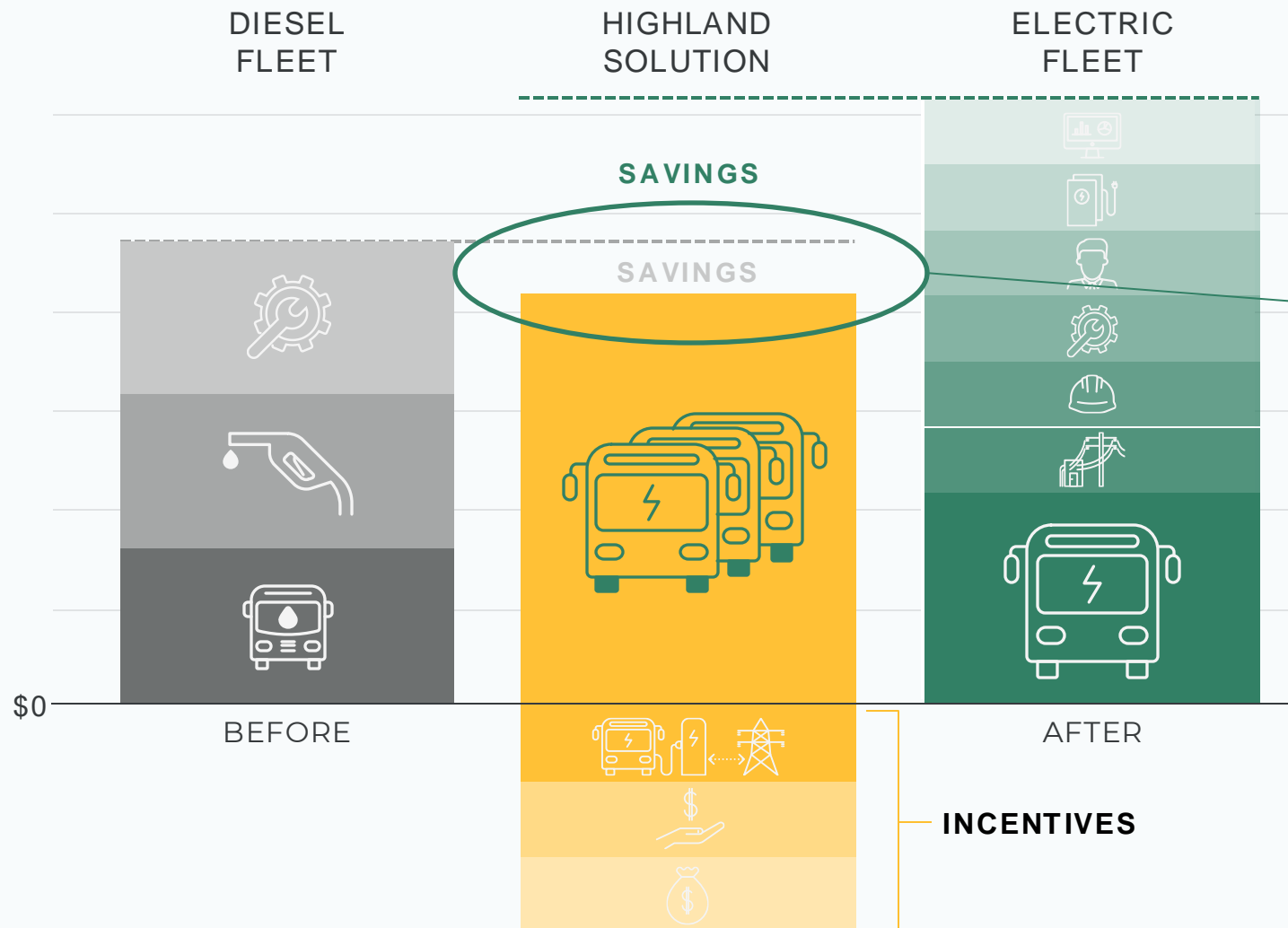


## Ways to create savings:

- Stack grants and incentives
- Green Banks
- Bulk purchasing
- Monetize tax credits
- Public Private Partnership
- Plan for long-term scale
- Maintenance & fuel savings
- Vehicle-to-Grid revenue (where available)



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## Ways to create savings:

- Stack grants and incentives
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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 installation 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 cover charger repairs & reimburse for school bus repair costs, including parts and labor.

**Performance Promise: We guarantee charger uptime and provide ongoing service & support for bus operations**

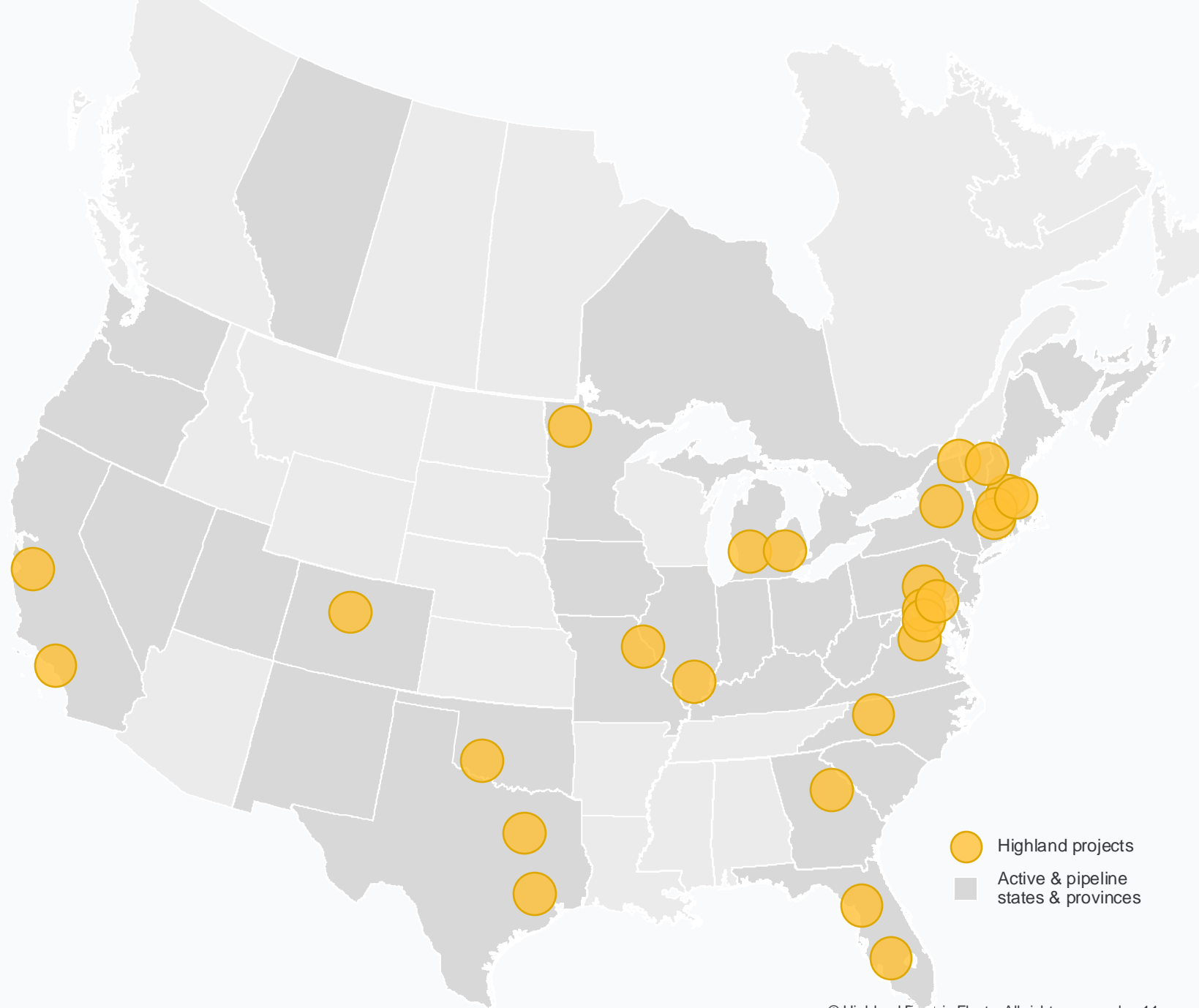
# Serving a diverse range of communities

**2MM+** ELECTRIC MILES DRIVEN

**600+** ELECTRIC SCHOOL BUSES UNDER CONTRACT

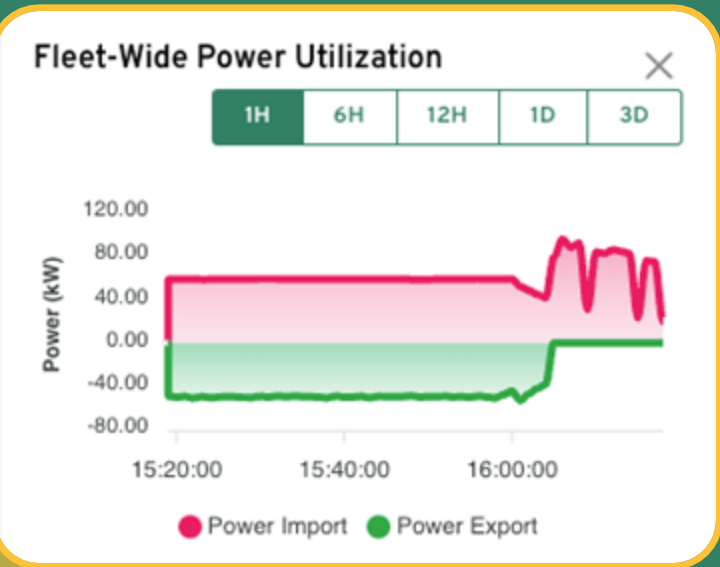
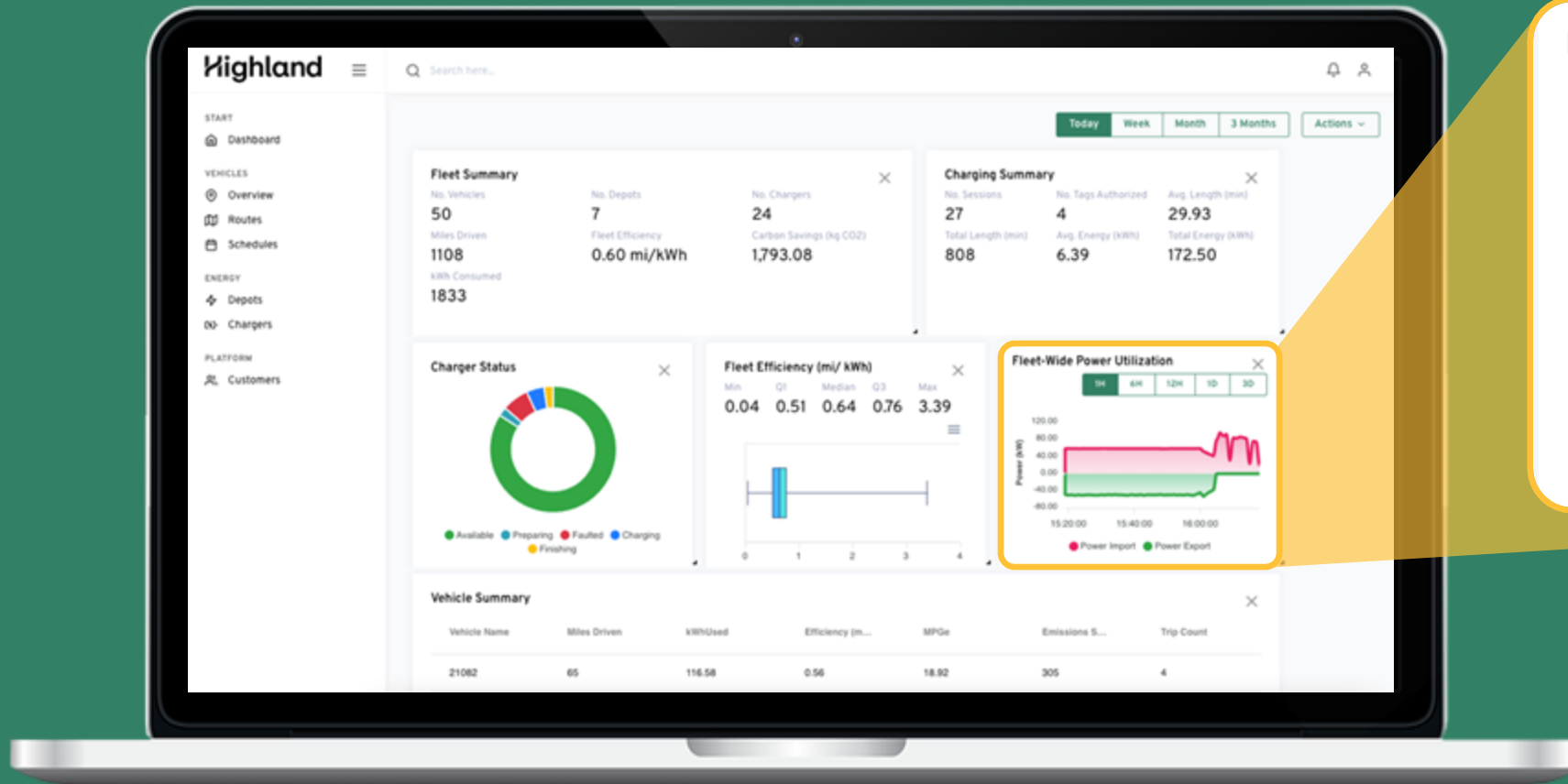
**20+** SCHOOL DISTRICT PARTNERS

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



# V2G events with Highland

Dashboard: Highland's charge & fleet management software



# Vehicle-to-grid (V2G) with Highland

# OF BUSES	ENERGY CAPACITY	IMPACT TO COMMUNITY
25	5 MWh	116 Local Homes for 1 Day
275	58 MWh	1,400 Local Homes for 1 Day
1,100	231 MWh	5,500 Local Homes for 1 Day



Electric school buses are essentially batteries on wheels. They're ideally suited to provide capacity, stability, and emergency power to the grid.



500k electrified buses add 60GWh of storage capacity.



Highland uses V2G participation to offset the upfront cost of electric buses and make your fleet more affordable.

## Real Results

In the summers of 2021 to 2023, Highland piloted commercial V2G programs in Vermont and Massachusetts. More than **17 MWh** was discharged over **158 hours**, providing **\$43,000** for Highland school district partners.

An aerial photograph of a school bus depot. Numerous yellow school buses are parked in neat, parallel rows across a large paved area. The buses are viewed from a high angle, showing their white roofs and yellow sides. The depot is surrounded by green trees and some buildings in the background. The overall scene is well-organized and shows a large fleet of vehicles.

# Access vs. Adoption

# Thank you



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