



# Highland<sup>®</sup>

Turnkey Fleet Electrification Services

Norcal Consortium February 5, 2026

# Your Turnkey partner in fleet electrification

Highland takes on the risk, complexity, and upfront expense, so you don't have to.

## Our Guarantees

Highland guarantees that its system of electric vehicles, chargers and infrastructure will deliver:

- ✓ 97% charger uptime
- ✓ Route-ready vehicles at the start of each day
- ✓ 30 minute response time for system issues
- ✓ Price stability, even when electricity costs fluctuate
- ✓ Performance-based contract



Funding & Financing



Project planning



Vehicle & charger procurement



Permitting & installation



Charger operation & maintenance



Maintenance reimbursement



FleetX Remote Management



Fueling (electricity)



Staff & driver training

# Our Projects

6.0M+

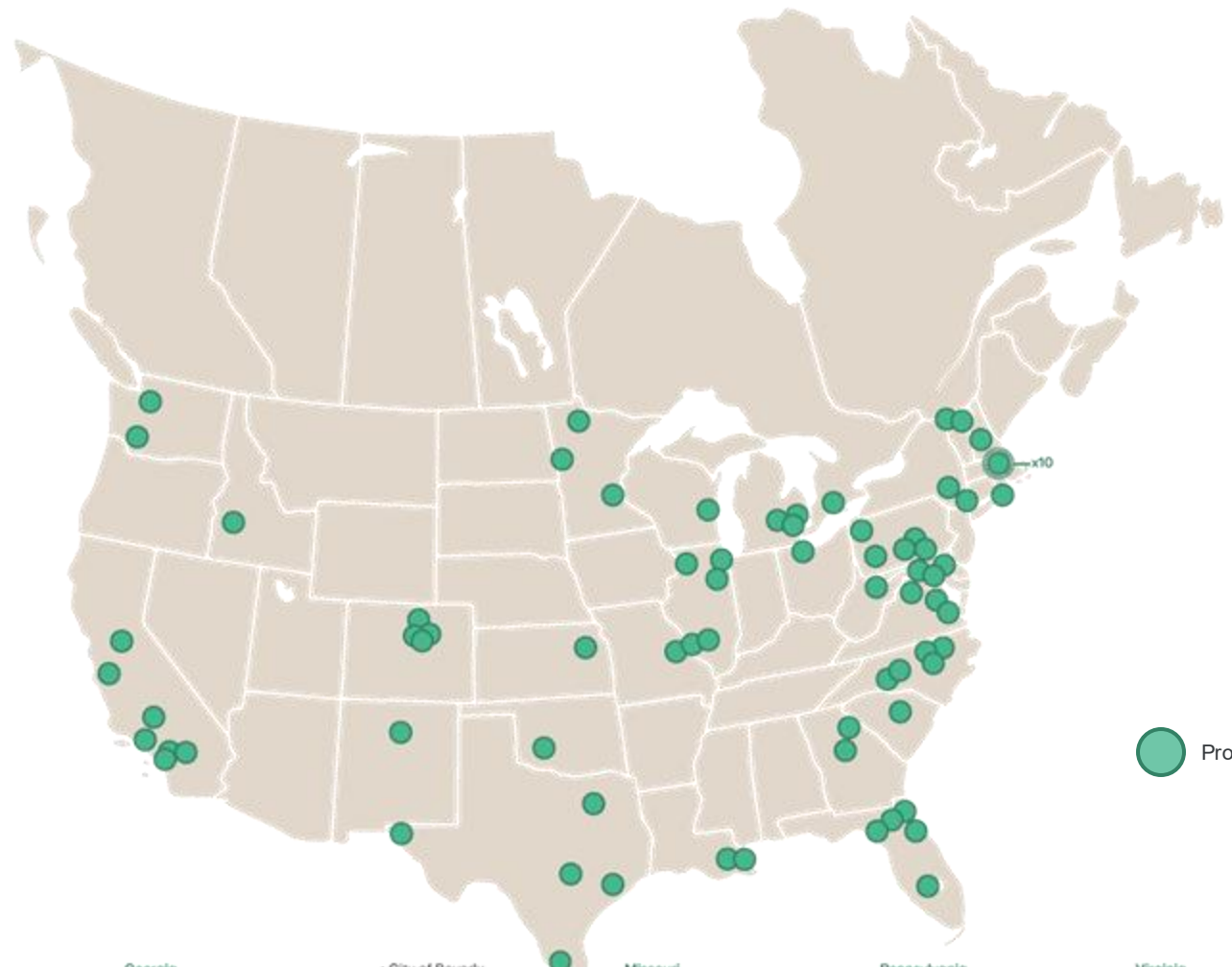
electric miles driven

1,000+

electric school buses under contract

130

School district partners under development and contracted



● Projects

**California**

- Salinas City ESD
- Compton Unified SD/NEC
- Fruitvale SD, Bakersfield
- Roseville City Elementary SD
- Moreno Valley Unified
- Oxnard SD

**Colorado**

- Peak to Peak Charter School
- Jeffco PS
- Cherry Creek USD
- Jefferson County USD

**Florida**

- Glades County SD
- Dixie District Schools
- Duval County PS
- KIPP Jacksonville
- Union County SD

**Georgia**

- Wilkes County PS
- Bibb County Schools

**Idaho**

- Boise School District

**Illinois**

- Palatine Community CSD
- West Aurora SD 129
- East St. Louis SD 189
- Hardin County CUSD No.1

**Kansas**

- Topeka/NAC PS

**Louisiana**

- New Orleans Charter Science & Mathematics HS/ NEC
- New Orleans/NEC

**Massachusetts**

- Amherst PS
- Beacon Mobility
- Beverly PS

**City of Beverly**

- Essex North Shore
- Hamilton-Wenham/Clean Ride
- WeDriveU
- Lincoln PS/CleanRide
- Holyoke PS/NEC
- Worcester PS

**Maryland**

- Baltimore City PS
- Baltimore County PS
- Montgomery County PS

**Michigan**

- Dearborn PS
  - Jackson PS
  - Redford Union SD/NEC
- Minnesota**
- Red Lake PSD 38
  - Edina PS
  - Moorhead PS

**Missouri**

- Normandy Schools Collaborative
- North Carolina**
- KIPP Durham
  - KIPP Halifax
  - KIPP Gaston
  - Charlotte-Mecklenburg Schools
  - RISE SE Raleigh Charter

**New Hampshire**

- Rumney SD (SAU 48)/NEC

**New York**

- Hyde Park CSD
- Scarsdale PS

**New Mexico**

- GreenPower Motor Co.
- Ohio**
- Toledo City PS
- Oklahoma**
- Cache PS

**Pennsylvania**

- Baldwin-Whitehall SD
- Bethlehem Area SD
- Erie City SD
- Greater Johnstown/McMillwain
- Unionville-Chadds Ford SD

**Rhode Island**

- Cumberland/NEC PS

**Texas**

- Canutillo ISD
- Dallas ISD
- San Marcos CISD
- Cypress-Fairbanks ISD
- Valley View ISD

**Vermont**

- South Burlington SD
- Champlain Valley SD

**Virginia**

- Manassas City PS
- Westmoreland Colonial Beach
- Westmoreland Montross

**Washington**

- Tukwila SD
- Woodland PS

**West Virginia**

- Grant County Schools
- Wisconsin**
- Milwaukee PS/NAC

**Canada**

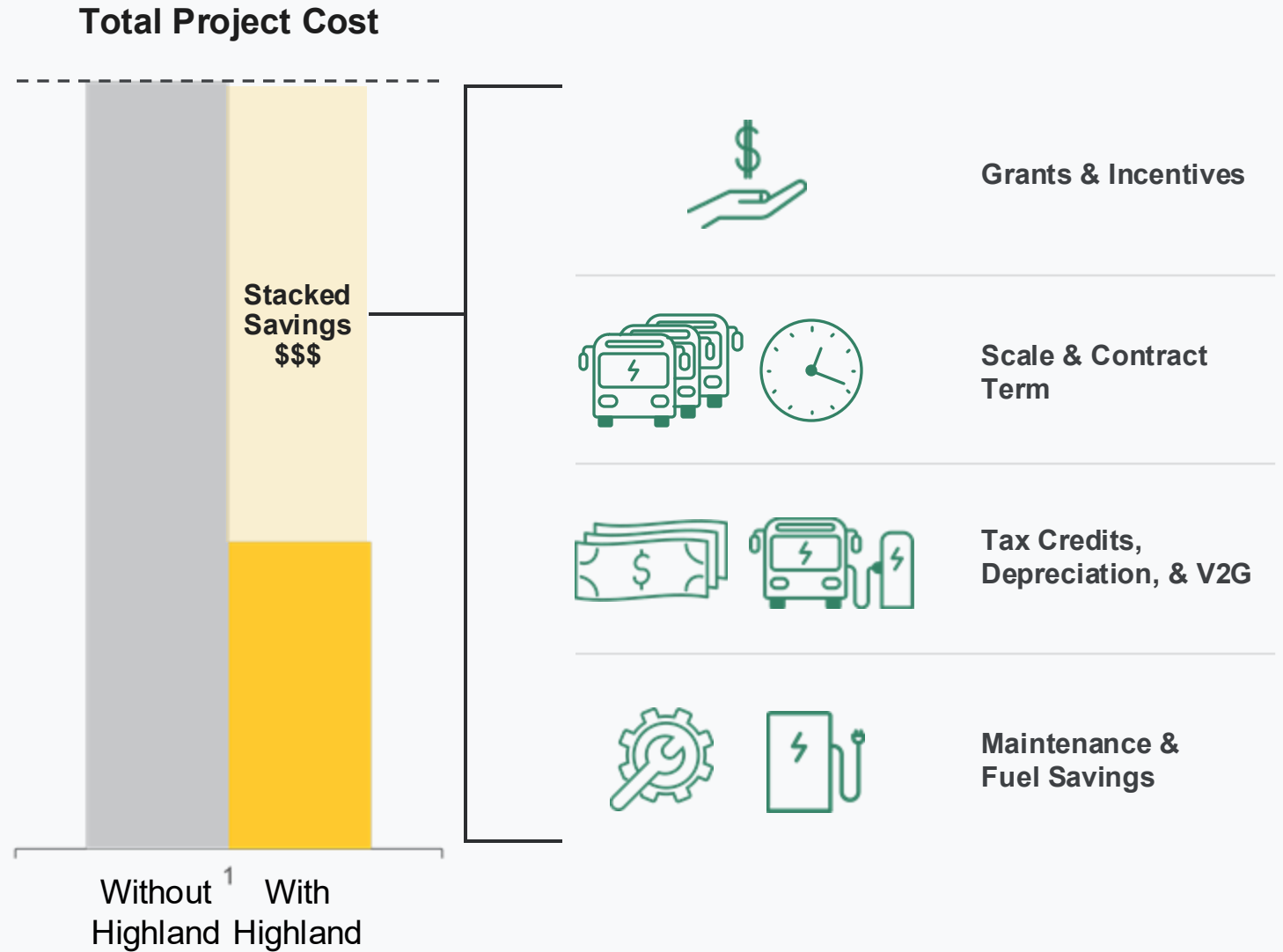
- Attridge Transportation, ON



# Highland makes electric fleets affordable

## Highland Services Contract

- 1 predictable, yearly contract price (8-15 year contract)
- No upfront costs
- Performance guaranteed



# Grants

## Federal and State Program Examples

### EPA Clean School Bus Program

- **Overview:** 5-year, \$5 billion program
- **Current Round:** Round 4.5 TBD
- **Number of buses:** 1-50
- **Funding Maximums:** Previous Round: \$325k per bus for Priority and \$170k per bus for Non-Priority; includes funding for EVSE

### CARB HVIP Program

- **Overview:** [Program Webpage](#)
- **Current Round:** Standard HVIP planned is open
- **Number of buses:** 30 vouchers per year
- **Funding Maximums:** Up to \$276k per bus

### CARB/CEC ZESBI

- **Overview:** ZEV and EVSE support for school districts
- **Rebate:** Previous Round—up to \$375,000 for vehicle funding & up to \$95,000 for EVSE
- **Award mechanism:** First-come first-served; time stamped & tiered into priority categories

# Are You Stuck in the ZESBI Grant Process?



Waiting on CARB for grant agreements?

Don't Risk...

- ➔ Missing out on incentives you may still qualify for
- ➔ Receiving buses with no charging plan

## Highland can help cover upfront costs

With Highland programs, the district can:

- Potentially start the infrastructure buildout sooner
- Eliminate your upfront costs
- Access private-sector tax benefits such as accelerated/bonus depreciation



OFFICIAL ELECTRIC  
SCHOOL BUS PROVIDER



# Powering Movement for the LA28 Games

Highland will deploy the largest electric bus fleet ever at the LA28 Games.

## Big Picture:

**500** Repurposed electric buses from districts

**40+** Competition venues across Southern California



### Infrastructure

- Site energization
- Scope, project management of infrastructure upgrades
- Permitting & site prep
- Groundwork
- Installation



### Full Service Offering

- Full fleet operations
- Daily route & driver logistics
- Technical support & maintenance
- Charge management
- Bus driver & technical training
- FleetX vehicle tracking software

# Results



## 500 Electric School Buses

Transforming day to day operations for the LA28 Games, opening opportunities with utilities



## New Charging Infrastructure

Structural changes allow districts to create legacy benefits with new and updated fast charging systems



## New EV Standard for Events

The LA28 Games will inspire others to bring innovative, zero-emissions solutions to life



## Reducing Operational Costs

Switching to electric means lower maintenance expenses and less fuel volatility



## Bringing Jobs to L.A. Workers

Drivers, consultants, and construction partners will benefit from this effort



An aerial photograph of a large school bus fleet yard at sunrise. The sun is low on the horizon, casting a warm glow over the scene. The yard is filled with hundreds of yellow school buses parked in neat rows. In the background, there are several industrial-style buildings and a dense forest. The overall atmosphere is peaceful and professional.

# Thank You!

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