

Case Study

Hardin County, IL

- 12 Electric Buses
- 12 EV Chargers

Hardin County, IL

Highland

The Challenge

Successful fleet electrification requires a lot of upfront capital, long lead times, and numerous stakeholders to tackle each step.

Hardin County Schools had some major challenges:

- **Rising diesel prices**, leading to high and unpredictable costs for running their diesel fleet
- **Inexperienced with electric school buses** and had little knowledge of how ESBs could work for their transportation plan in a rural community
- **Limited time and internal resources** to apply for funding
- **High upfront costs** for the buses and charging infrastructure
- **No partner to help manage the project** from beginning to completion

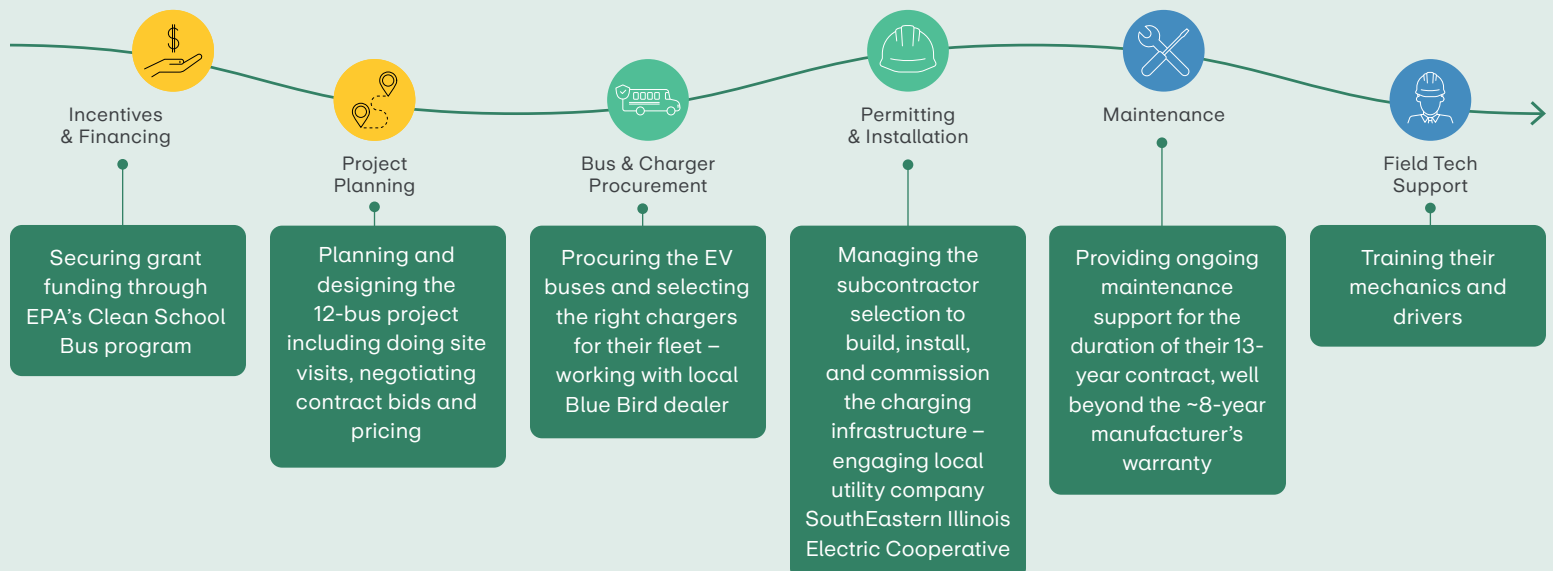


The Solution

Highland Fleets – an affordable turnkey electrification service solution.

Hardin County partnered with Highland to bundle all of the necessary steps for their electrification project into one all-inclusive annual service fee that would eliminate upfront costs, energy volatility and unexpected maintenance fees. Highland's services included:

Hardin's Customer Journey with Highland





“We looked at what we were currently paying per bus – we were paying \$27k* per bus for leasing, gas, maintenance etc.

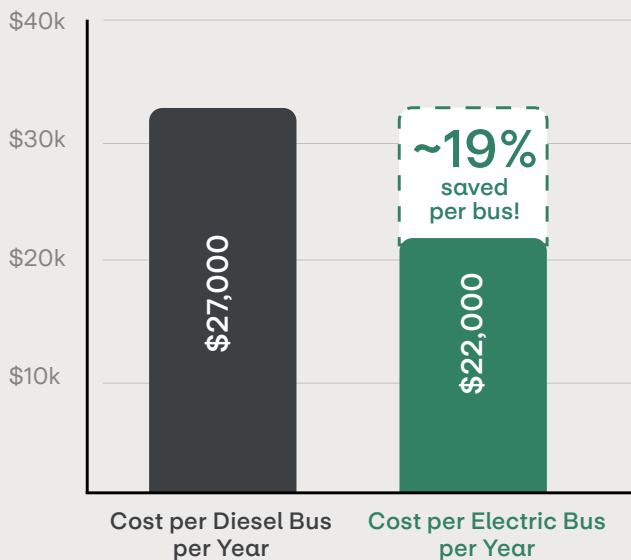
Using Highland we ended up paying \$22,000* per bus – that’s \$5k in savings.”



– Superintendent
Andy Edmondson

* per year

Cost per Bus: Diesel vs. Electric



The Results

With Highland’s support, Hardin County successfully applied for the EPA’s 2022 Clean School Bus lottery rebate program. They were awarded:



~\$4.5M

in funding to replace
12 of its diesel buses

~\$240k

for charging
infrastructure costs

Receiving this federal funding from the Clean School Bus Program allowed for an affordable upgrade to electric school buses. Their ultimate savings were:



~\$1.5M

over the next
12 years

The district plans to use
the savings to increase
their drivers’ pay!

Hardin County Community Unit School District #1’s success in deploying electric school buses demonstrates that it is not only possible but affordable for school districts anywhere to do the same for their communities.



70%

of their fleet is
now electric

The district has paved the
way for future savings, a
cleaner environment, and
healthier students.

Superintendent Andy Edmondson shared, “Highland was instrumental as they did 85% of the grant work. It was great to have their support because they made the whole process easy for us.”

About Highland

Highland Electric Fleets is the leading provider of electrification-as-a-service for school districts, governments, and fleet operators in North America. Founded in 2019, Highland offers a unique suite of products that make it simple and affordable to upgrade to electric fleets today. Active in 30 states and Canada, Highland is responsible for the first use of electric school buses in a commercial vehicle-to-grid (V2G) program and the largest electric school bus project in the United States to date.

