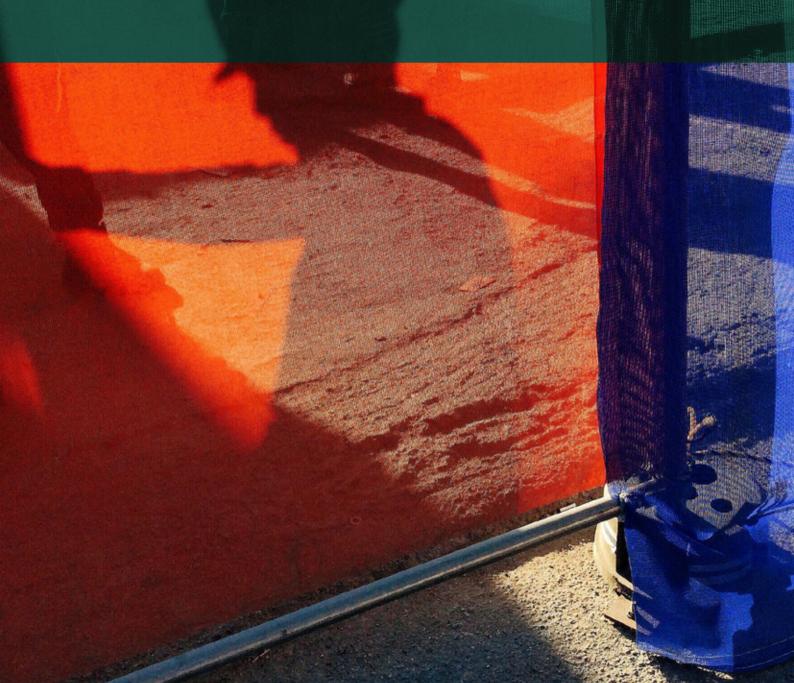




# A Jobs-Centric Approach to Infrastructure Investment



The Boston Consulting Group (BCG) is a global management consulting firm and the world's leading advisor on business strategy. We partner with clients from the private, public, and not-forprofit sectors in all regions to identify their highest-value opportunities, address their most critical challenges, and transform their enterprises. Our customized approach combines deep insight into the dynamics of companies and markets with close collaboration at all levels of the client organization. This ensures that our clients achieve sustainable competitive advantage, build more capable organizations, and secure lasting results. Founded in 1963, BCG is a private company with 85 offices in 48 countries. For more information, please visit bcg.com.

CG/LA Infrastructure creates long-term value in the world's infrastructure markets. It provides public and private sector organizations with services based on 25 years' experience covering all infrastructure sectors in the developed and developing world. Core services include organizing an Infrastructure Leadership Forum series and providing advisory services. Together, these services form a dynamic package allowing stakeholders and decision makers to properly identify key market opportunities and challenges. CG/LA is headquartered in Washington, DC, and maintains offices in São Paulo, Brazil and Mexico City with affiliates and strategic partners that span the globe. For more information, please visit www.cg-la.com.





# A Jobs-Centric Approach to Infrastructure Investment

Mark Freedman, Norman Anderson, Jeff Hill, Daniel Acosta, Santiago Ferrer, Tina Zuzek, and Karan Mistry

## AT A GLANCE

The Trump administration has proposed investing an extra \$1 trillion in infrastructure to create millions of new jobs. To maximize the impact of such investment on employment, planners need to adopt a new jobs-centric approach that prioritizes investments in infrastructure projects on the basis of their job creation potential.

#### **ANALYZING THE POTENTIAL**

The number, quality, and sustainability of jobs vary greatly across infrastructure sectors. Without a highly prioritized investment focus, \$1 trillion in infrastructure spending could create as few as 1.6 million jobs. If government planners direct investments to projects on the basis of their job creation potential, however, the choices they make might help create 2.9 million or more incremental jobs.

### **SUCCESS FACTORS FOR JOB CREATION**

To achieve their objectives, policy makers must position infrastructure as an engine of job creation and economic growth; create incentives for new projects in sectors (such as seaports, hospitals, and airports) that deliver high-quality or long-lasting jobs; fast-track projects to accelerate job creation; develop a scoring methodology to account for job creation impacts; make reporting on job creation a condition for funding; and track, monitor, and report job creation at the project and portfolio levels.

N HIS FEBRUARY 28, 2017, ADDRESS to a joint session of Congress, President Trump asked the assembled lawmakers to pass legislation that would help underwrite a \$1 trillion investment in US infrastructure, financed with capital from both public and private sources, with the goal of creating millions of new jobs. Investing to create robust US infrastructure has broad bipartisan political appeal, but surveys suggest that the public tends not to perceive it as a top priority. In an Ipsos poll conducted in October 2016, survey respondents ranked infrastructure as the tenth highest priority for the country. When infrastructure investment is positioned as an engine of job creation and a driver of the economy, however, it rises to the second or fourth highest priority.¹ These rankings suggest that government leaders must do a better job of communicating the connections between infrastructure spending, jobs, and economic growth if they are to gain broader support for infrastructure investments.

Creating millions of jobs will not be easy. If \$1 trillion were invested over the five-year period from 2017 through 2021, the additional \$200 billion in annual spending would represent an increase of more than 25% over current annual spending, which is approximately \$700 billion. But at current ratios of GDP to employment, this investment would equate to roughly 1.6 million new jobs. A better goal would be to target something closer to an equivalent 25% increase in infrastructure-related employment by 2021, translating into the creation of 4 million new jobs and raising the overall total from 15.5 million (12% of total US jobs) to 19.5 million (14%). To achieve an increase of this magnitude, planners must systematically select the right projects to undertake.

Given how essential infrastructure is to the US economy, we believe that reframing the debate is critical. A solid grasp of today's baseline is a crucial starting point. (See the sidebar "The Baseline for Infrastructure Job Creation.") The ongoing impacts of automation and robotics on US employment underscore the importance of infrastructure investment to maintaining the country's jobs and economic vigor. To ensure that the administration achieves or exceeds its job creation objectives, policy makers need to adopt a job-centric approach that prioritizes investments in infrastructure projects on the basis of their job creation potential, alongside project criticality.

To support this approach, BCG has developed a tool called the Infrastructure Jobs Scoreboard, which offers a comprehensive view of all infrastructure-related employment in the economy by job category, wage level, and location. (See the sidebar "Introducing the Infrastructure Jobs Scoreboard.")

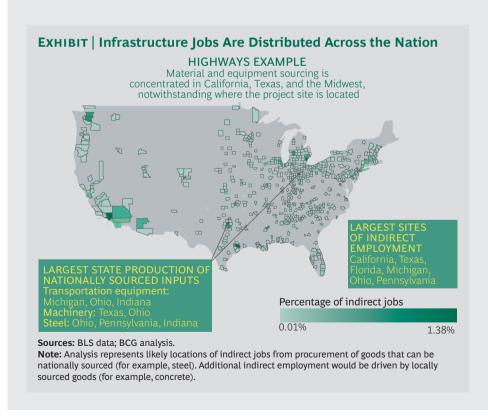
Government leaders must do a better job of communicating the connections between infrastructure spending, jobs, and economic growth if they are to gain broader support for infrastructure investments.

## THE BASELINE FOR INFRASTRUCTURE JOB CREATION

Any systematic effort by the federal government to invest in infrastructure and capture the related benefits needs to be firmly grounded in an understanding of the nation's infrastructure baseline:

- Today, US infrastructure investment is roughly 2.4% of GDP, versus a high of 3.0% in the 1960s—evidence that the country is not maintaining its critical infrastructure.<sup>3</sup>
- The nation faces a \$1.4 trillion infrastructure-funding gap through 2025.<sup>4</sup> This shortfall roughly doubles when calculations take into account required operations and maintenance.

- Altogether, 15.5 million US jobs support infrastructure, making infrastructure one of the country's top employment categories, representing 12% of national employment.
- Infrastructure jobs, on average, offer wages that are 28% higher than the national average for all types of jobs (\$68,000 per year versus \$53,000 per year) and provide employment to workers who need not have college degrees.<sup>5</sup>
- Infrastructure jobs also provide employment opportunities across the nation. (See the exhibit below.)



## INTRODUCING THE INFRASTRUCTURE JOBS SCOREBOARD

BCG's Infrastructure Jobs Scoreboard is a tool for visualizing the current distribution of US infrastructure jobs and the potential impact of additional infrastructure investment on those jobs. It captures direct jobs (which tend to be local) and indirect jobs (which may be distributed nationwide) on the basis of the sourcing of materials and equipment for a project. The tool enables users to identify where new jobs are likely to appear in connection with a project. The scoreboard provides four views:

- Overview: the total job creation impact and investment cost for the top shovel-ready projects by location, sector, and project
- New Jobs by Project: the

number of jobs that could be created by funding specific infrastructure projects, with new jobs noted by type (design, construction, O&M, and project management) and by state or county

- New Jobs by Location and Sector: the number of jobs that could be created for a custom project as defined by location (county), sector, and total cost
- Existing Infrastructure Jobs: the number and type (direct or indirect) of existing infrastructure jobs, by state or county

BCG's Infrastructure Jobs Scoreboard is accessible at infrajobs.bcg.com.

## The Elements of a Jobs-Centric Approach

As yet, no infrastructure scoring system focuses primarily on job creation. Most systems base their scoring on multiple factors, such as economic growth, social welfare, and various externalities (including environmental impact). To be sure, due consideration of these factors is critical to any infrastructure investment approach. Nevertheless, in order to set strategic employment priorities effectively, decision makers need an additional framework. The appropriate model will focus not only on the volume of jobs created but also on their quality and economic sustainability over the long haul. The goal of the strategic planning should not be to create a large number of white elephant projects, but rather to create strong, vital, economically self-sustaining infrastructure.

A jobs-centric approach has four key elements:

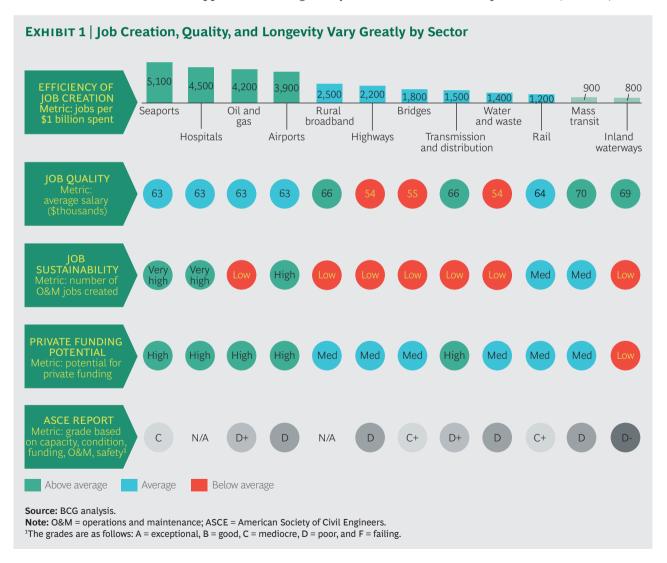
- Focus on the creation of direct and indirect jobs. The emphasis is on jobs that can be estimated and counted accurately, rather than on approaches that involve gauging broader, "induced jobs" effects.
- **Follow the money.** Analysts must examine the division of project spending between labor and nonlabor costs.
- Consider the geographic spread of jobs across the US. Success involves looking beyond the project site to the entire project supply chain.

• **Drive accountability.** The number of jobs must be estimated on the basis of common definitions and validated by the project owner; once the estimate is in place, the figures can be tracked over time to ensure that the projects are creating jobs as planned.

Planners can use this approach in conjunction with traditional approaches that take related factors into account. Some projects, such as those for national security or for maintenance and repair of crumbling assets, are critical and require action regardless of their job creation profile. But beyond those critical projects, taking a jobs-centric view will help attract broader support for an infrastructure agenda.

## Analyzing Job Creation Across Infrastructure Sectors

Applying a jobs-centric approach, we analyzed the creation, quality, and longevity of jobs across different sectors.<sup>7</sup> (See Exhibit 1. For a discussion of our methodology, see Appendix 1. For a glossary of terms associated with job creation, metrics, and



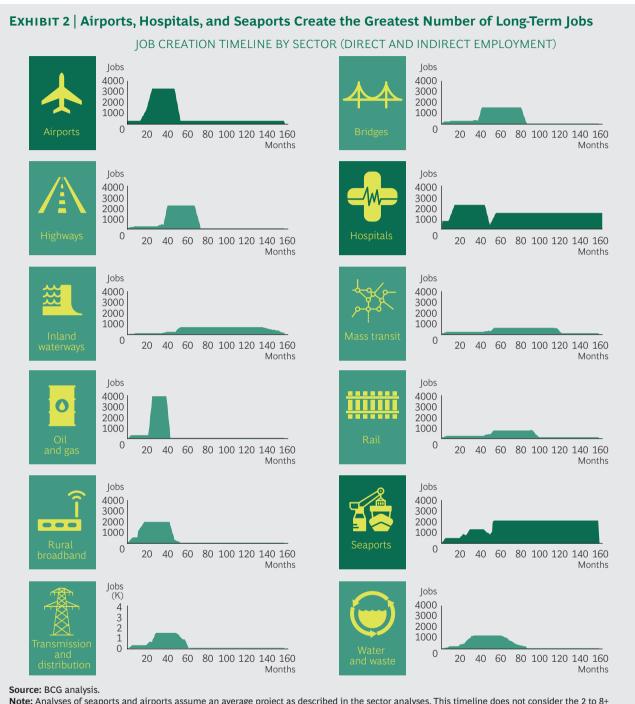
project classification, see Appendix 2.) Although sectors differ in many ways, a few common factors have an outsize impact on job creation:

- Complexity and Size. Logistically complex sectors (such as seaports) tend to require a greater number of ongoing operations and management O&M jobs, while technologically complex sectors (such as power generation) require more upfront design and construction. Smaller projects tend to create more jobs per project dollar spent, owing to the lack of economies of scale.
- Project Profile. New construction projects create more new jobs than replacement or refurbishment operations do (although replacement can save existing jobs). Projects that, when completed, entail higher levels of public interaction typically create more O&M jobs. For example, access-focused transportation projects (such as mass transit, rail, and roads) tend to generate more O&M jobs.
- Materials Profile. The vendor types and locations affected by indirect job
  creation depend largely on the materials profile in construction and O&M. For
  example, rail projects will likely create jobs in Pennsylvania, Texas, and other
  states that have concentrations of manufacturers of machinery and rolling stock.

Each infrastructure sector has a unique job creation profile (see Exhibit 2):

- **Airports** tend to create short-term construction jobs and support long-term jobs for retail and dining concessions, airline carrier ground operations, and airport authority personnel.
- **Bridge and highway** construction front-loads job creation, with relatively limited opportunities for long-term self-financing jobs. Revenue potential from tolls attracts private investment, however.
- **Hospitals** create short-term construction jobs and a large number of long-term health care profession jobs. On average, hospitals employ 5.6 staffers per hospital bed.<sup>8</sup> In hospital projects it is critical to expand capacity in the form of number of beds. The private sector may finance certain social infrastructure projects, such as hospitals and public buildings.
- Inland waterway projects tend to take many years to complete, and they create fewer but longer-term construction jobs. Incremental O&M job creation from these projects is minimal, however, as most projects involve repairs and modifications of existing assets, thus maintaining but not creating employment.
- Mass transit and rail projects create fewer direct and indirect jobs but account
  for a greater share of O&M jobs because of the new rail and transit lines' service
  requirements. Many benefits of such projects involve broader economic activity.
- Oil and gas pipelines and transmission and distribution projects create a spike in short-term construction jobs but few ongoing O&M jobs. Because they are almost entirely privately financed, these projects can usually ramp up quickly (disregarding regulatory issues involving necessary permits).

Airports create short-term construction jobs and support long-term jobs for retail and dining concessions, airline carrier ground operations, and airport authority personnel.



**Note:** Analyses of seaports and airports assume an average project as described in the sector analyses. This timeline does not consider the 2 to 8+ years required to gain approvals and permitting. This period varies greatly by project and sector and would delay job creation for projects that are not "shovel-ready."

- **Rural broadband networks** create many short-term direct and indirect jobs, but they provide few O&M jobs once a network is established.
- Seaport investments typically focus on refurbishment and expansion, creating

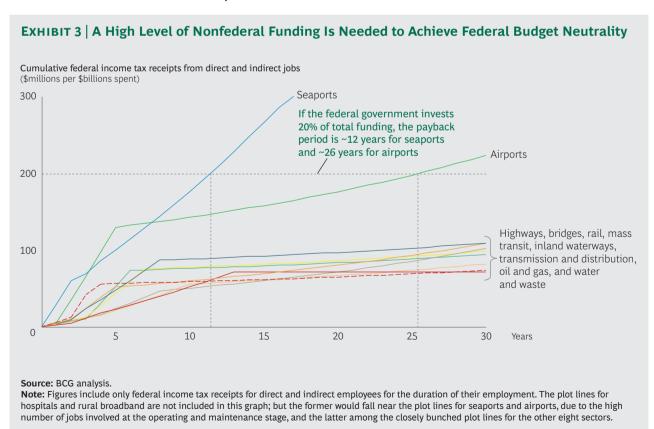
short-term construction jobs but having a variable impact on O&M jobs. Some projects in this sector create the highest number of long-term operating jobs.

• Water and waste projects typically create upfront construction jobs but provide few ongoing O&M jobs.

Seaport and airport investments generate more cumulative federal income tax revenue than other project types, owing to the high number of O&M jobs in these sectors. (See Exhibit 3.) At an assumed private-funding level of 80%, seaports would achieve budget neutrality—no further burden on government deficits—in 12 years (based on federal income tax gains); other types of mass transit projects may require a 90% level of private funding to approach budget neutrality in the long term.

To achieve budget neutrality at the federal level, many projects must leverage private financing. Private sector investors usually look at five factors when considering infrastructure investments:

- Cash Flow. Investors look for an ongoing revenue stream that provides stable returns.
- **Stable Technology.** They need to have a reasonable expectation that the technology used in the project will not soon become obsolete; they typically look for a useful life of at least 30 years.



- Competition. Investors want to see evidence that a broad array of competing
  contractors and suppliers are available and well equipped to design, build, and
  supply the project.
- Large Size. The project should be large enough to avoid susceptibility to the high transaction costs that often characterize projects budgeted at amounts of less than \$100 million.
- Flow of People, Goods, and Services. Projects that attract more people have more opportunities for monetization. Similarly, projects that offer greater freedom to innovate with respect to the user experience or to introduce efficiencies are more attractive to investors.

The inherent differences in characteristics among the various sectors—including job creation, duration of employment, and additional economic value creation—point to the need for a nuanced approach to infrastructure prioritization.

Investors want to see evidence that a broad array of competing contractors and suppliers are available and well equipped to design, build, and supply the project.

## Creating a Balanced Portfolio

To capture the full array of benefits from infrastructure spending, planners must adopt a comprehensive, portfolio-like view of investments. Looking strictly at the job creation potential of each sector, one might be tempted to pick only the sectors and projects that deliver the most jobs. If planners dedicated \$1 trillion exclusively to sectors that maximize job creation—such as seaports, hospitals, and airports—the projects might create more than 4 million direct and indirect jobs of varying duration, in part owing to the large number of O&M jobs needed. But the US does not have \$1 trillion worth of complex projects in these sectors. What's more, promoting US competitiveness and economic growth requires an optimal mix of infrastructure investment.

For example, inland waterway projects create few ongoing direct and indirect jobs, but they are nevertheless critical to US commerce and competitiveness, and they create many induced jobs. To understand the full impact of job creation, planners need to consider induced jobs and wider economic benefits, although, as noted earlier, these are difficult to measure or predict precisely.

A balanced portfolio would have large investments in sectors that have high job creation potential (such as seaports, hospitals, and airports) and would include investments in sectors that, though they do not create a large number of direct and indirect jobs, increase the US economy's competitiveness and productivity. We estimate that a \$1 trillion investment in a balanced portfolio would deliver nearly 3 million direct and indirect jobs. (See Exhibit 4.) That number would include both temporary construction jobs and long-term O&M employment.

## Job Creation Potential of 60 Ready-to-Go Projects

Our evaluation of 60 projects on which construction could begin this year indicates that a \$160 billion investment could generate 260,000 jobs. The project-level estimates vary depending on project size, sector, and type (for example, greenfield or

		JOBS PER \$BILLION INVESTED	RTFOLIO INVESTMENT INVEST IN SECTORS WITH HIGHEST CRITICALITY (ASCE GRADE OF D+ OR BELOW)	INVEST PRIMARILY IN JOB-CREATING SECTORS BUT COVER CRITICAL GAPS	INVEST IN JOB-MAXIMIZING SECTORS ONLY
Airports	<b>★</b>	3,900	\$130 billion	\$120 billion	\$250 billion
Bridges	44	1,800	_	\$57 billion	_
Highways	A	2,200	\$130 billion	\$120 billion	_
Hospitals	<b>-</b>	4,500	_	\$120 billion	\$250 billion
Inland waterways		800	\$350 billion	\$57 billion	_
Mass transit	举	900	\$130 billion	\$57 billion	_
Oil and gas	0	4,200	\$80 billion	\$120 billion	\$250 billion
Rail		1,200	_	\$57 billion	-
Rural broadband	اً ا	2,500	_	\$57 billion	_
Seaports	<b>1</b>	4,400	_	\$120 billion	\$250 billion
Transmission and distribution	*	1,700	\$80 billion	\$57 billion	_
Water and waste	9	1,700	\$130 billion	\$57 billion	_
TOTAL JOBS CREATED		1.6 million	3.0 million 4.4 million		

brownfield). Appendix 3 lists the relevant project categories and job creation data for these 60 projects, based on job creation estimates.

Applying a similar infrastructure project mix to an investment of \$1 trillion over five years would yield about 1.9 million jobs. Going forward, the mix of projects included in the portfolio must be more heavily weighted toward those from sectors that create the most jobs (such as seaports and hospitals, or megaprojects, such as the Gateway program to renovate and expand the rail line between Newark, New Jersey and New York City). If the government is to achieve its job creation objectives, it must actively encourage the development of new project ideas in these sectors. Such encouragement could take the form of idea or design competitions or additional incentives for sectors that create the greatest number of jobs.

## Implications for Policy Makers and Project Owners

To build public support for their efforts, policy makers and project owners should position infrastructure investment as an engine of job creation and economic

growth. They must create a balanced project portfolio that takes into account not only the number of jobs, but also the criticality of aging infrastructure and the geographic dispersion of job creation. Policy makers must also create incentives for the development of new projects in sectors (such as seaports, hospitals, and airports) that deliver high-quality or long-lasting jobs. If the objective is to create 4 million more jobs (increasing the sector total from 15.5 million to 19.5 million), the investment will need to be higher than \$1 trillion with a balanced project portfolio.

Projects must be put on a fast track to accelerate job creation. Fast-tracking requires streamlining regulatory and procedural hurdles and clarifying roles between federal and state agencies. The scoring of projects should account for job creation impacts. Leveraging private capital will be essential to approach federal budget neutrality. To promote accountability, reporting on job creation should be a condition for federal funding. Finally, to demonstrate investment returns to the public and lawmakers, policy makers will need to track, monitor, and report on job creation at the project and portfolio levels through the use of tools such as the Infrastructure Jobs Scoreboard.

OT ALL PROJECTS generate jobs equally, and an infrastructure investment strategy that makes the right project choices can have a major impact on job creation. Strategic project selection is the only way to ensure the creation of millions of infrastructure jobs that offer high-quality, long-term employment across the US and maximize the likelihood of attracting buy-in for this critical investment.

#### NOTES

- 1. Ipsos polls, October 20, 2016.
- 2. Based on the ratio of total US employment (approximately 143 million) to GDP (\$18 trillion), and assuming that \$200 billion in additional ongoing funding will be available.
- $3.\ ``Public Spending on Transportation and Water Infrastructure, 1956 to 2014"; CBO, March 2015.$
- 4. American Society of Civil Engineers, Failure to Act, 2016.
- 5. Bureau of Labor Statistics, "Quarterly Census of Employment and Wages," 2015 average.
- 6. Induced jobs are those created as a broader effect of increased economic activity owing to the nature of the asset.
- 7. Appendix 1 describes our methodology, and Appendix 2 sets out related definitions of terms for job creation, metrics, and project classifications.
- 8. See "200 Hospital Benchmarks," Beckers Hospital Review, October 4, 2013.
- 9. Aside from federal income taxes (the only taxes covered in this analysis), federal receipts come from payroll tax, corporate tax, and taxes on induced jobs. State-level benefits include higher state income, property, and sales taxes.

#### APPENDIX I. OUR METHODOLOGY

To evaluate the potential of each sector, as well as of individual projects, for creating temporary and long-term jobs, we segmented projects into three main job creation phases: design, construction, and operations and maintenance. In addition, we assumed that project management and governance would span the design and construction phases of the project. Although limited job creation may occur during the approvals and permitting process, we did not consider that phase to be a key driver of employment.

Our methodology traces infrastructure spending through each main phase as it transforms into direct employment and indirect procurement. On the basis of recently completed projects in the various sectors and the experience of infrastructure experts in each sector, we divided a \$1 billion spending base into project management and governance, design, construction, and other expenses (which captures non-labor-related expenditures such as land acquisition). Within each phase of the project plan, we allocated portions of the budget to the major cost centers. Although projects normally spend design funds primarily on engineering and design employees, construction spending may go to direct labor, materials purchases, construction equipment, finished goods, and other expenses (such as contractor overhead). For indirect procurement, we assessed such drivers of employment as product cost versus mobilization cost, labor as a percentage of total product cost, and the likely portion of jobs that would be located in the US. These inputs reflect data and insights from industry benchmarks, publicly available company reports, and industry executives and former project managers. The process provides an estimate for each project's total labor expenditures within each cost center, including direct and indirect employment. On the basis of prevailing compensation rates within the respective industries and expected durations of employment, we estimated the job creation potential at the sector level, for both direct and indirect employment.

Given this methodology, we anticipate that the resulting sector-wide view will not precisely reflect the projected job creation of individual projects under consideration. In evaluating project-level job creation, planners will have to further refine the analysis to account for differences in such factors as the types of projects, locations, and surrounding environment. Nevertheless, the same general framework remains applicable, with adjustments, to the project-specific allocation of costs. For example, a project to construct a new bridge may require funds for land acquisition and for purchasing more building materials than a project to repair an existing bridge would require. Similarly, indirect purchases may be more readily available domestically or more labor intensive in some sectors than in others. By leveraging the experience of prior project managers and topic experts, we can translate such differences into cost variances in the project budget. We can then apply these variances to our job creation models to tailor employment estimates to specific projects.

### **APPENDIX 2. DEFINITIONS**

JOBS TERM	DEFINITION
JOBS CREATED	New full-time employment (FTE) positions (sustained and temporary) at a given time We do not treat an instance of job loss avoidance as a job created.
JOB-YEAR	FTE positions (sustained and temporary) that last for the duration of one year
SUSTAINED JOBS	Jobs (direct and indirect) driven by ongoing operation of an infrastructure asset
TEMPORARY JOBS	Jobs (direct and indirect) driven by building, refurbishment, or replacement of an infrastructure asset
GOVERNANCE	Work that involves knowledge of law and government, public safety and security, and environmental conservation  Among the central tasks these workers perform are assessing different transportation activities, recording potential violations, and overseeing environmental conditions
DESIGN	Work that involves knowledge of design techniques and tools for developing plans, drawings, maps, and models  Often, engineering principles and processes are used, along with other technology and analytics, to determine project feasibility, develop reports, and communicate findings.
CONSTRUCTION	Work that involves knowledge of building and construction techniques, related equipment and tools, and maintenance and repair  Using their understanding of different system designs, components, and materials, workers build or install roadways, railroads, wiring, piping, and other types of infrastructure.
OPERATIONS AND MAINTENANCE	Work that involves knowledge of physical and mechanical operations that vary depending on the specific processes, equipment, instruments, controls, and labor entailed These workers frequently monitor the movement of people and goods, the generation and distribution of energy, and the treatment of water and waste.
DIRECT JOBS	Jobs that involve designing, constructing, operating, and maintaining the infrastructure asset, with funding provided directly by the asset owner
INDIRECT JOBS	Jobs that involve providing goods and services to the asset across its lifetime, excluding trade and logistics
INDUCED JOBS	Jobs created as a broader effect of increased economic activity owing to the asset
METRICS TERM	DEFINITION
GEOGRAPHIC NEED	The presence in a metropolitan or micropolitan area of unemployment rates that are higher than the US average, wage rates that are lower than the US average, or both
PUBLIC-PRIVATE PARTNERSHIP POTENTIAL	The percentage of total expenditure likely to be paid by private (corporate) sources This figure does not consider nonfederal government sources
PROJECT CLASSIFICATION TERM	DEFINITION
NONFEDERAL FUNDING	Funds from any nonfederal government (for example, state or local government) or private source dedicated primarily or exclusively to the infrastructure project
REFURBISHMENT	Renovation of an existing asset to extend its operating life or to address potential failure of the system
REPLACEMENT	Construction of a new asset to replace an existing asset that has the same or similar functionality
NEW CONSTRUCTION	Construction of a new asset where no asset with the same or similar functionality previously existed

# APPENDIX 3. MAJOR US INFRASTRUCTURE PROJECTS, BY DIRECT AND INDIRECT JOB CREATION POTENTIAL

SECTOR	TYPE	PROJECT NAME	TEMPORARY DIRECT OR INDIRECT JOBS	SUSTAINABLE DIRECT OR INDIRECT JOBS
Airports	Replacement New construction Expansion New construction	Kansas City Airport Orlando Airport Seattle Airport Expansion St. Louis Airport	3,300 7,000 6,200 430	140 1,000 860 250
Bridges	Repair Repair New construction Repair New construction & repair	15 Bridges on I-95 Philadelphia Arlington Memorial Bridge Gordie Howe International Bridge Lake Ponchartrain Bridge/Causeway Brent Spence Bridge	15,000 470 7,800 240 2,700	490 10 140
Highways	Expansion Expansion Expansion Replacement Repair	Access I-95 CO I-25 Improvements Colorado I-70 Mountain Corridor I-395/1-95 Reconstruction I-95 Critical Highway Repairs	420 2,500 1,900 1,800 3,300	30 30 20
Inland waterways	Replacement Replacement Rehabilitation Replacement Replacement Rehabilitation Rehabilitation Dredging Rehabilitation Rehabilitation	Chickamauga Lock IHNC Lock Replacement Illinois River Locks, Lagrange and Peoria Locks and Dams 52 and 53 Monongahela River Locks and Dams SC Dam Accelerated Repairs Soo Locks Reconstruction Southwest Pass Mississippi River Channel Dredging Upper Mississippi Locks 20-25 Upper Ohio Navigation Improvements	880 1,000 760 1,700 1,000 1,200 690 1,600 1,300	
Mass transit	Commuter rail Light rail Light rail Light rail Elevated rail Subway	Cotton Belt Regional Rail M1 Rail, Detroit Maryland Purple Line MBTA Green Line Extension Red and Purple Modernization, Chicago Second Avenue Subway - Phases 2 and 3	990 440 4,400 2,400 1,700 11,000	130 60 660 120 1,700

SECTOR	TYPE	PROJECT NAME	TEMPORARY DIRECT OR INDIRECT JOBS	SUSTAINABLE DIRECT OR INDIRECT JOBS
Oil and gas	New construction New construction	Atlantic Coast Pipeline SeaOne Puerto Rico Fuel Supply	19,000 7,500	380 150
Rail	Repair  New construction Replacement Expansion New construction New construction	Belt Junction Freight & Passenger Rail Improvements Brightline (Florida High-Speed Rail) Gateway Program Howard Street Tunnel Texas Central Railway Texas Freight Shuttle System	610 6,200 16,000 480 10,000 970	890 1,000 1,700 140
Seaports	Expansion New construction Expansion  Expansion Expansion New construction	Corpus Christi Ship Channel Port Covington Port Newark Container Terminal Improvements Port of Gulfport Dredging Savannah Harbor Expansion Acceleration Tradepoint Atlantic	610 16,000 1,500 430 2,100 590	30,000 2,700 3,800 1,100
Transmission and distribution	New construction	Champlain Hudson Power Express Gateway South Gateway West Grain Belt Express Clean Line New England Clean Power Link Northern Pass Transmission Line Plains and Eastern Electric Transmission Lines Southline Transmission Project SunZia Transmission Project TransWest Express Transmission	3,300 1,700 9,200 4,200 1,800 2,400 3,500 1,200 3,000 4,500	150 77 430 200 84 110 160 56 140 210
Water and waste	New construction New construction New construction New construction New construction Expansion	Augustin Plains Ranch Cadiz Water Conveyance Project California WaterFix (Bay Delta Tunnels) Fargo-Moorhead Area Diversion Project Huntington Beach Desalination Plant Miami-Dade Water and Sewer Capital Improvement Plan	1,900 1,000 21,000 2,500 1,500	50 20 1,100 60 60

**Note:** Rural broadband projects are absent from this list because no such projects are currently in the pipeline at a national level. Likewise, hospital projects are absent from the list because there is no national program in place to build them.

#### **About the Authors**

**Mark Freedman** is a senior partner and managing director in the New York office of The Boston Consulting Group. He has extensive experience with project owners and operators across North America and Europe, and he was formerly the global leader of BCG's Industrial Goods practice. You may contact him by email at freedman.mark@bcg.com.

**Norman Anderson** is the president and CEO of CG/LA Infrastructure. He focuses on infrastructure project creation, to increase the level of infrastructure investment and the performance of existing infrastructure, in both developed and developing countries. You may contact him by email at norman@cg-la.com.

**Jeff Hill** is a senior partner and managing director in BCG's Los Angeles office and leads the firm's infrastructure topic in North America. He has extensive experience working with engineering, construction, and services (ECS) companies and is a coauthor of BCG's annual ECS Value Creators reports. You may contact him by email at hill.jeff@bcg.com.

**Daniel Acosta** is a partner and managing director in the firm's Los Angeles office. He leads BCG's state and local government sector in North America and has extensive experience across the public sector in the US and Middle East. You may contact him by email at acosta.daniel@bcg.com.

**Santiago Ferrer** is a principal in BCG's Los Angeles office. He has experience working with ECS companies and is a coauthor the firm's annual ECS Value Creators reports. You may contact him by email at ferrer.santiago@bcg.com.

**Tina Zuzek** is a project leader in the firm's Washington, DC office. She has experience serving public sector and infrastructure clients with a focus on energy. You may contact her by email at zuzek.tina@bcg.com.

**Karan Mistry** is a project leader in BCG's Los Angeles office. He has experience serving infrastructure, energy, and engineering and construction clients. You may contact him by email at mistry.karan@bcg.com.

#### **Acknowledgments**

The authors would like to thank Kyle Frazier, Mary Leonard, Ben Buchanan, Jared Haddon, Trevor Brandt-Sarif, Nick Blackburn, Jason Sierra, Namir Shah, Olivia Anglade, Emily Eddings, Ben Strauss, and Amir Ganaba for their contributions to preparing and evaluating the research discussed in this report. The authors would also like to thank David Klein for his writing assistance, as well as Katherine Andrews, Gary Callahan, Kim Friedman, Abby Garland, Steven Gray, and Sara Strassenreiter for their contributions to the design, editing, and production of this report.

#### **For Further Contact**

If you would like to discuss this report, please contact one of the authors.





