AVERAGE ANNUAL EARNINGS OF PROJECT BENEFICIARIES

Indicator Information for Results Framework	
Indicator name	Average annual earnings of project beneficiaries
	Related indicators: - Increase in average annual earnings of project beneficiaries (percentage)
Unit of measure	Percentage
Baseline	Zero (if unemployment and/or inactivity is a criterion in the selection of project beneficiaries) or non-zero
Definition	**Earnings:** remuneration that project beneficiary obtains from his or her work, in cash or in kind. **Project beneficiaries:** all direct beneficiaries of the respective project component
Source of definition	Own elaboration, Jobs Group, 2017
Guidance	
For which types of projects?	For projects aiming to increase the earnings of project beneficiaries through interventions such as MSME/entrepreneurship, skills and training, access to productive assets (finance/financial system, land), livelihood / CDD projects, public employment services, public works projects.
Options for disaggregation	- Disaggregate by gender of beneficiaries - Disaggregate by age of beneficiaries – e.g. youths (definition may vary by country)
Relevant Jobs outcomes	- Job quality - Job access (if the indicator is disaggregated by gender and/or age)
Project examples	- **Tunisia Youth Economic Inclusion Project (P158138).** Indicator: Share of supported youth with a job at intake who increased their monthly earnings by at least 20% (percentage), disaggregated by gender - **Kenya Youth Employment and Opportunities Project (P151831).** Indicator: Percentage increase in average earnings among workers (self-employed or wage) at least 6 months after receiving a startup grant, business development services, or a business competition award - **Bangladesh Empowerment and Livelihood Improvement "Nuton Jibon" Project (P073886).** Indicator: Increase in income of targeted households by at least 50 percent against base year - **Republic of Congo Skills Development for Employability Project (P128628).** Indicator: Increase in average earnings of youth after completing training - **Bolivia Improving Employability and Labor Income of Youth Project (P143995).** Indicator: Increase in the average earnings of youth entrepreneurs one year after completing the training

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Additional notes	- **Self-reporting of earnings:** in some settings, data collection on earnings may be a challenge, especially when collected by government agencies (perceived as breach of privacy; over- or underreporting for tax reasons etc.). Instead of asking for the earnings, it may be easier to propose different earning bands to the beneficiaries who then will choose among the different options. - **Real term changes in earnings:** in countries with high inflation and / or long project duration, teams may want to calculate earnings in real terms. In this case, the data collected over the project period needs to be adjusted for inflation (year of baseline data collection would be the base year).

Questions for Data Collection

For wage employed

(4.08)	How much was your gross payment (before any payroll taxes and social security deductions) for the last pay period? [IN LOCAL CURRENCY UNIT]				
		Daily		1	
		Weekly		2	
		Biweekly		3	
		Monthly		4	
		OTHER, SPECIFY		96	
(4.09)	Do you receive payments in-kind for this work?	YES	1		
		NO	2	►	(4.13)
(4.10)	What is the estimated value of the in-kind payments you receive for this work (for the last pay period reported in Q4.08)? [IN LOCAL CURRRENCY UNIT]				
				►	(4.13)

For self-employed

(4.03)	How much were your cash earnings for the past month? [IN LOCAL CURRENCY UNIT]				
(4.04)	Do you receive payments in-kind for this work?	YES	1		
		NO	2	►	(4.11)
(4.05)	What is the estimated value of the in-kind payments you received for this work (for the past month)? [IN LOCAL CURRENCY UNIT]				
				►	(4.11)

Data Processing and Aggregation

Numerator[1]/[2]	= Σ ({VAL Q4.03 AND VAL Q4.05} OR {VAL Q4.08 AND VAL4.10})
Denominator	= Σ (Q3.01 [1] OR Q3.02 [1] OR Q3.03 [1] OR Q3.04 [1] OR {Q3.05 [1] AND Q3.06 [1]})

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[1] VAL refers to monetary value

[2] Q4.08 and Q4.10: adjust earnings of every beneficiary to the same pay period (e.g. one week) before aggregating data

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