

Annex 6: Leverage Information

Leverage is intended to increase grantee buy-in to the grant activity by creating a financial stake in the success of the program. Leverage is not intended to be a restriction to grant applicants, and the Activity staff will work with prospective grantees to assist in finding appropriate means to leverage activities funded through the Grants program and to negotiate a level of leverage appropriate to the organization's resources and the proposed activity.

- The total value of a **Sustainable Growth Grants** will not exceed **\$ 80,000** per recipient, the performance period will be between **12 to 24 months** and the required leverage **is at least 30%** of the grant value.

The grantee's contribution may be met through leverage (funding from other donors or the Government of North Macedonia), program income, leverage funds, or some combination of the three.

The nature and amount of this contribution must be clearly defined in the grant application. The applicant must identify the means to verify this contribution. In their grant applications, applicants should distinguish between leverage that is already committed and leverage that is only anticipated. **Note that funding from other U.S. Government programs/projects cannot be considered leverage.**

In-kind contributions such as office space, equipment, staff time, etc., can be counted as leverage and a reasonable and fair value must be imputed by the applicant to this contribution so that it can be properly recognized. The fair value of voluntary labor and other in-kind contributions can also be considered as leverage based on existing Activity market information.

The applicant must be able to provide backup/justification for costs to the Activity if requested.

TYPE OF MATCHING CONTRIBUTIONS			
CASH		IN-KIND	
Items	Valuation	Items	Valuation
Cash contributions	Cash value paid for acquired goods, supplies and services	Volunteer service	Rates for volunteer services must be consistent with those paid for similar work
Cash contributions, Per Diem	Cash value	Donated employee time	Employee's regular rate of pay
Cash contributions, Travel	Cash value	Donated Supplies	Fair market value of the supplies at the time of the donation
		Donated equipment, building or land	Fair market value at the time of the donation
		Project co-funding	Actual cost incurred

All costs shared by the applicant (both financial and in-kind) must meet all the following criteria:

- Be verifiable in the applicant records.
- Be necessary and reasonable for proper and efficient accomplishment of grant activity objectives.

- Be allowable under the applicable USAID regulations.
- Must not be included as co-funding contributions for any other U.S. Government–assisted program.
- Must not be paid by the U.S. Government under another grant or agreement.

IESC does not apply its source and nationality requirements, except from ineligible sources from the excluded parties list, or the restricted goods provision established in the Standard Provision entitled " Eligibility Rules for Goods and Services" to leverage contributions.

Costs that are unallowable as direct costs cannot be counted as leverage.