



MY GRANT COPILOT

Funding intelligence + strategy + workflow for small nonprofit teams.

Built from the full grant lifecycle - not just the proposal.

AI + human expertise to help teams find the right opportunities, prepare stronger applications, and build sustainable funding capacity.

FOUNDER: IRA REVELS

Pitch Deck | 2026

The Problem

Small nonprofit teams are expected to compete for funding with enterprise-level discipline - without enterprise-level capacity.

Fragmented funding work

Grant research, program narratives, budgets, reporting, calendars, compliance, and funder communication often live across disconnected documents, inboxes, spreadsheets, and people.

Capacity gap

Small teams may have meaningful programs and credible outcomes, but lack a dedicated development department or the time to turn institutional knowledge into funder-ready systems.

Proposal-first thinking

Organizations often seek a grant writer after the real blockers have already appeared: unclear programs, weak budgets, missing documentation, limited reporting capacity, or poor fit.

The bottleneck is not simply writing. It is funding readiness + decision quality + execution capacity.

Our Wedge: Small Nonprofit Teams

Primary ICP: nonprofits in the high six-figure to low seven-figure budget range that need more funding capacity without building a large development department.

PRIMARY ICP

**\$500K-\$3M
organizational
budget**

Illustrative ICP range

Lean teams

Executive directors, program leads, operations staff, and fractional development support wearing multiple hats.

Growing complexity

Multiple programs, funders, budgets, deadlines, reports, and stakeholder expectations.

Ready to systematize

Need repeatable processes, stronger funding decisions, and support that improves internal capacity.

Secondary customers

Grant writers

Consultants

Small businesses

Founders

Longer-term multiplier channels: fiscal sponsors, nonprofit support organizations, community foundations, and capacity builders.

The Solution: Funding Intelligence + Workflow + Human Expertise

My Grant CoPilot is evolving beyond “find a grant” into a repeatable funding operating system for small teams.



Graham - the AI grant copilot - supports the workflow while human expertise remains available where judgment, review, coaching, and execution matter most.

AI + HUMAN EXPERTISE. REAL RESULTS.

Business Model + Pricing

Low-friction entry, recurring SaaS revenue, and higher-value expert support.

MOST POPULAR

FIND FUNDING

\$0

30-day trial

Explore opportunities and experience the platform.

- Personalized grant matches
- AI-powered funding briefs
- Saved searches + tracking
- No credit card required

SEARCH + STRATEGY

\$49

/ month

Find, evaluate, and plan a smarter funding strategy.

- Everything in Find Funding
- Funder insights + filters
- AI funding strategy builder
- Priority support

SEARCH + CAPITAL STACK

\$349

/ month

Deeper strategy plus hands-on application support.

- Everything in Search + Strategy
- Capital stack + funding roadmap
- Up to 3 written applications / month
- Budget + narrative development

Add-ons: expert review • training & workshops • strategic partnerships • custom organizational support

Why We Can Build This

Founder-market fit comes from operating across the grant ecosystem - not observing it from the outside.



25+ years across federal, corporate, private/family foundation, and public-sector funding environments.

This ecosystem view informs product decisions for both nonprofit teams and the professionals who support them.

Traction + Learning

The product is being shaped through customer discovery, real grant work, and iterative beta use.

300+

Customer-discovery conversations since 2024 informing workflows, pain points, and product priorities.

~100

Users in the free beta, providing a live environment for onboarding and workflow learning.

\$11M+

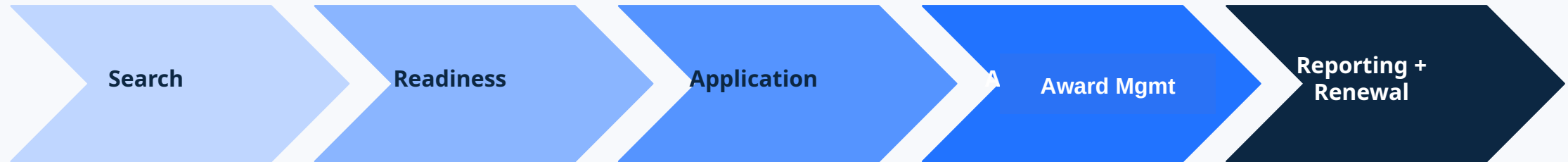
Founder experience contributing to grant awards since 2001 - not represented as awards generated by the MGC platform.

What we are validating now

- Consistent product usage and willingness to pay
- Which workflows create measurable time savings and better decisions
- Scalable onboarding for small teams
- Where AI should automate vs. where human judgment creates trust

Strategic Position: Own More of the Funding Workflow

The opportunity is not to become another horizontal AI writing tool. It is to deepen into the transaction and operating layer around grant-funded work.



Near-term

Improve search, strategy, onboarding, budget workflows, application support, and editable outputs.

Next

Integrate grant calendars, financial/reporting workflows, team inputs, and post-award accountability.

Longer-term

Become infrastructure for small nonprofit teams and the consultants, fiscal sponsors, and partners supporting them.

Go-to-Market: From Prospect Volume to Time Well Spent

Prioritize relationships that compound - qualified nonprofit teams plus multipliers who can refer or support many organizations.

1. Direct ICP

Target small nonprofit teams with clear funding activity, leadership commitment, and enough operating complexity to value a repeatable system.

Channels: LinkedIn thought leadership, workshops, referrals, founder network.

2. Professional ecosystem

Grant writers, fractional development professionals, nonprofit consultants, accountants, and impact/reporting specialists can use or refer the platform.

3. Multipliers

Fiscal sponsors, community foundations, capacity builders, and nonprofit support organizations can create one-to-many distribution and trusted adoption.

Core sales question: Which relationship creates the most durable value for the customer and the ecosystem?

12-Month Product Roadmap

Move from a useful AI assistant toward a trusted funding operating system.

NOW

Product validation

Refine PRD + onboarding
Measure usage + outcomes
Improve editable outputs

NEXT

Workflow depth

Budget + narrative workflows
Grant calendar + tracking
Team collaboration inputs

THEN

Post-award layer

Reporting + compliance
Expense/impact data
workflows
Integrations where validated

SCALE

Partner distribution

Fiscal sponsor workflows
Consultant/agency use cases
Repeatable partner
onboarding

The Ask

Seeking aligned capital, pilot partners, and ecosystem relationships to validate and scale the next product layer.

\$100,000

Target raise

Product development
User research + onboarding
Customer acquisition + pilots

Pilot partners

Small nonprofit teams, fiscal sponsors, and capacity-building organizations willing to test defined workflows.

Strategic advisors

Philanthropy, vertical SaaS, nonprofit finance, product, and distribution expertise.

Distribution partners

Organizations that already serve the ICP and can support trusted one-to-many adoption.

Contact

ira@mygrantcopilot.com
mygrantcopilot.com

Build the funding infrastructure small teams have been missing.