MY GRANT COPILOT

The operating system for the grant lifecycle

Vertical AI infrastructure for small teams managing non-dilutive capital

Ira Revels, Founder and CEO

mygrantcopilot.com

Investor pitch, September 2026

Grant work is fragmented across six places

Small teams carry the coordination burden themselves

SEARCH	**Databases and browser tabs**
FILES	**Policies, budgets and evidence**
DEADLINES	**Calendars and reminders**
EMAIL	**Requests and approvals**
WRITING	**Narratives and revisions**
REPORTING	**Outputs and grant obligations**

Every handoff creates delay, lost context and compliance risk.

The capacity gap is the real problem

Good programs lose funding opportunities when a two-person team must operate like a full development department.

ELIGIBILITY

Teams spend hours on grants they cannot win.

READINESS

Missing documents surface too late.

COORDINATION

Work stalls between staff, board and consultants.

POST-AWARD

Reporting starts after institutional memory is lost.

Initial customer

Nonprofits with mid-six-figure to under $5M budgets and small administrative teams

One workflow across the full grant lifecycle

Graham provides AI guidance while the organization keeps control

01	02	03	04	05
PROFILE	**DISCOVER**	**DECIDE**	**EXECUTE**	**REPORT**
Programs, goals and evidence	Relevant opportunities	Eligibility and go or no-go	Documents, writing and deadlines	Outputs, outcomes and obligations

RESPONSIBLE AI

Evidence checks, eligibility controls and an auditable record of decisions

Paid traction across services and partner deployment

Company records through September 2026

$90K	34	$10K	300+
2025 company revenue	**clients served**	**paid custom deployment**	**discovery calls**
Primarily founder-led services	Since January 2025	Rivers Investment Group, Inc. 2026	Since 2024

CURRENT VALIDATION QUESTION

Which segment shows the strongest willingness to pay, retention and repeatable acquisition path?

A $1.46B TAM with a focused nonprofit entry market

TOTAL ADDRESSABLE MARKET

$1.46B ARR
349,483 U.S. 501(c)(3) filers

TAM CALCULATION

349,483 organizations
$349 per month
$4,188 annually per organization
IRS Form 990 and 990-EZ population

INITIAL SERVICEABLE MARKET

10,000 organizations

$41.9M ARR

LONG-TERM OBTAINABLE MARKET

1,000 organizations

$4.2M ARR

Source: IRS Exempt Organizations study, Tax Year 2022. SAM and SOM are working estimates under validation through Realist Lab.

12 partners can reach 2,400 members and $120K ARR

ONE PARTNER

$10K annual license

Approximately 200 members reached through one trusted organization

12-PARTNER MILESTONE

$120K ARR

2,400 members reached
Equivalent to $10K MRR

PARTNER FLYWHEEL

Sign. Onboard. Prove.

Usage evidence supports renewals, member upgrades and referrals to new networks

Land and expand Partner renewals, member upgrades and referrals compound distribution

MGC connects workflow steps between typical point solutions

Directional comparison. Capabilities vary by vendor.

	Grant databases	General AI	Consultants	MGC
Opportunity discovery	Yes	Limited	Yes	Yes
Eligibility decision	Limited	Limited	Yes	Yes
Reusable evidence	Limited	Limited	Limited	Yes
Deadline workflow	Limited	No	Limited	Yes
Post-award reporting	Limited	Limited	Limited	Roadmap

Defensibility grows through domain expertise, embedded workflows and each organization's evidence history.

Founder-market fit built over 25 years

IRA REVELS

Founder and CEO

Grant strategist, project manager, digital librarian, educator and entrepreneur

Founder insight

I am turning specialized grant knowledge into software, with customers already showing where the workflow breaks.

$11M+ in awards supported since 2001

DOMAIN

Grant strategy, writing, compliance and post-award work

SYSTEMS

Former Cornell University digital librarian with evidence and information management expertise

ACCESS

Relationships with small organizations and founders outside traditional capital networks

$100K to prove a repeatable SaaS growth model

Research grants fund validation. SAFE capital funds execution. C-corp formation occurs before closing.

PROPOSED USE OF FUNDS

40%	Product and engineering
25%	Customer acquisition
20%	Research and customer success
15%	Responsible AI and operations

12-MONTH MILESTONES

30	paying organizational customers
$10K+	monthly recurring revenue
70%+	90-day organizational retention
1	repeatable acquisition channel

YC post-money SAFE: $100K at a $5M valuation cap, with no discount