

# AI-Powered Grant Writing for Nonprofits

How to leverage AI prompting and ProposalMint to transform  
your grant process

# About the Speaker



**Mason James**

Entrepreneur & AI Engineer

For two decades, Mason James has turned complex technology into useful tools as a founder and technologist. He has built and sold multiple companies and recently partnered with two former Google engineers on an AI initiative.

Alongside his ongoing work building AI services, Mason's lecture series uses clear stories and practical demos to show how AI supports the day-to-day needs of businesses, educators, and communities.



[masonjames.com](https://masonjames.com)

# Today's Roadmap

40 minutes + 20 minutes Q&A

- 1 Quick AI Recap**  
Practical thoughts for using AI in your organization 3 min
- 2 Prompting for Nonprofits**  
Personas, prompts, and practical tips 10 min
- 3 The Grant Writing Challenge**  
Why it's hard and what's changing 3 min
- 4 ProposalMint Deep Dive**  
From EIN to export in minutes 18 min
- 5 Free vs. Pro**  
What you get at every tier 3 min
- 6 Q&A**  
Your questions answered 20 min



**60**  
MINUTES

of practical AI and  
grant writing insights

01

# Intro to AI Foundations

What is it? When should we use it? How do we use it?

# AI Is Your Thought Partner



## It Understands Context

Modern AI doesn't just match keywords. It understands meaning, nuance, and can reason about complex tasks.



## Conversation Is the Interface

You interact through natural language. The better you communicate, the better the results you'll get.



## It Needs Good Direction

AI is powerful but not autonomous. Your expertise combined with clear instructions unlocks its full potential.

02

# Prompting for Nonprofits

Building effective personas and prompts that get real results

# Anatomy of an AI Persona

Define the persona's specific identity, profession, or character. Specify the domain knowledge and skills it should possess.

**Role & Expertise**

Describe the intended user or group the chatbot is addressing. This tailors the complexity, language, and assumptions.

**Audience**

Specify the emotional quality, formality, and linguistic style of the response (e.g., professional, empathetic, witty, concise).

**Tone & Style**

You are a seasoned astrobiologist (**Role**) explaining complex theories to a group of high school students (**Audience**). Use an enthusiastic, encouraging, and slightly informal tone (**Tone**). Your mission is to inspire them about the search for extraterrestrial life without oversimplifying the science (**Context**).

**Context & Mission**

# Anatomy of an AI Prompt

I want a list of the best medium-length hikes within two hours of San Francisco.

**Goal**

Each hike should provide a cool and unique adventure, and be lesser known.

For each hike, return the name of the hike as I'd find it on AllTrails, then provide the starting address, ending address, distance, drive time, hike duration, and what makes it a cool and unique adventure. Return the top 3.

**Return  
Format**

Be careful to make sure that the name of trail is correct, that it actually exists, and that the time is correct.

**Warnings**

For context: my girlfriend and i hike a ton! we've done pretty much all of the local SF hikes, whether that's presidio or golden gate park. we definitely want to get out of town -- we did mount tam pretty recently, the whole thing from the beginning of the stairs to stinson -- it was really long and we are definitely in the mood for something different this weekend! ocean views would still be nice...

**Context  
Dump**

# Prompting Tips for Nonprofits



## Set the Role

*"You are an experienced grant writer specializing in federal health grants for community-based organizations."*



## Be Specific

*Include your EIN, mission, budget size, and the exact grant program. More context = better results.*



## Define the Output

*"Write a 2-page Statement of Need with Census data citations, focusing on rural health disparities."*



## Add Guardrails

*"Do not invent statistics. Flag any claim you can't verify. Use only data from the sources I provide."*

03

# The Grant Writing Challenge

Why the traditional process holds nonprofits back

# A Typical Federal Grant Requires...



## Organizational Docs

EIN verification, SAM.gov registration, IRS determination letter, Form 990s, state charity registrations, audits



## Program Narrative

Executive summary, statement of need, program design, org capacity, evaluation plan, sustainability, budget narrative



## Compliance

Eligibility checks, budget caps and floors, matching requirements, indirect cost limits, page limits, deadlines



## Funder Alignment

Funder priorities, evaluation rubric, geographic focus, past grantees, award ranges

What if you could go from

# EIN to Export-Ready Proposal

in minutes instead of weeks?

**8+**

Data Sources  
Auto-Queried

**7**

Grant Discovery  
Channels

**5**

AI Agents Working  
In Concert

**37**

Profile Fields  
Auto-Populated

04

# Introducing ProposalMint

AI-powered grant analysis and proposal workspace for nonprofits

[ProposalMint.com](https://ProposalMint.com)

# Four Core Capabilities



## Evidence-Backed Profiles

Auto-builds a verified organizational profile from 8+ public data sources using just your EIN.



## Opportunity Discovery

Aggregates grants from 7 sources including Grants.gov, SAM.gov, and private foundations.



## AI Proposal Workspace

Multi-agent pipeline that drafts, critiques, and compliance-checks complete proposals.



## Funder Intelligence

Analyzes IRS 990-PF filings and foundation data to reveal funder priorities and patterns.

# Step 1: Enter Your EIN

ProposalMint automatically assembles your organizational profile from 8+ authoritative sources — a process that would take hours of manual research.

1

## ProPublica

Tax status, financials, NTEE codes

2

## FDACS

State charity registration & docs

3

## SunBiz

Incorporation records & officers

4

## USASpending

Federal award history

5

## Census ACS

Community demographic data

6

## Google CSE

Auto-discover org website

7

## Website AI

Mission, programs, staff via AI

8

## NAICS AI

Industry classification codes

# Smart Opportunity Matching

## Five-Category Scoring

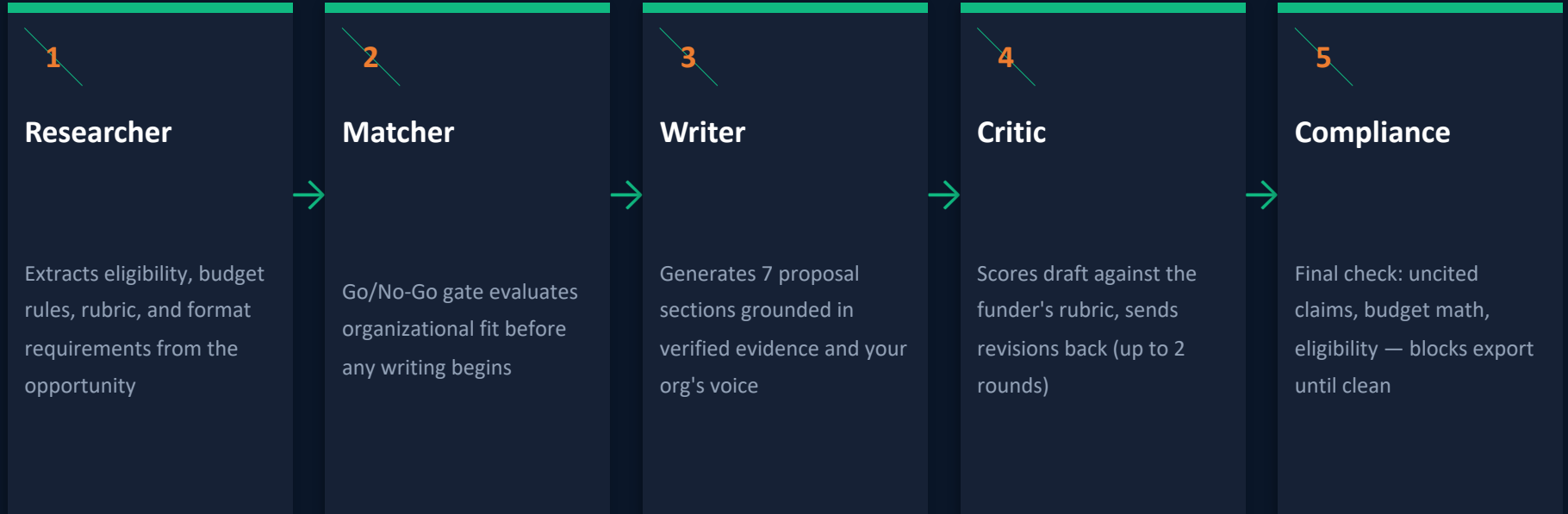
Eligibility	25%	Can your org legally apply?
Capacity	20%	Do you have the resources?
Mission	20%	Does the opportunity align?
Timeline	15%	Is the deadline feasible?
Experience	20%	Do you have track record?

## Go / No-Go Gate

<b>GO</b>	70+
Full draft generation	
<b>RISKS</b>	50-69
Draft with warnings	
<b>NO GO</b>	<50
Halt + alternatives	

# Multi-Agent Writing Pipeline

Five specialized AI agents work in sequence to produce compliance-checked proposals



# What the Writer Agent Produces



Executive Summary



Evaluation Plan



Statement of Need



Sustainability Plan



Program Design



Budget Narrative



Organizational Capacity

Every factual claim is tagged: CITED (with source), USER\_CONFIRMED (verified data), or NEEDS\_CONFIRMATION (flagged for review). The AI never invents statistics, partners, or outcomes.

# Beyond the Narrative



## PDF Form Chat

- Upload a fillable PDF grant form
- AI auto-fills fields from your profile
- Chat to refine answers naturally
- Download the completed PDF



## Foundation Intelligence

- IRS 990-PF filing analysis
- Funder fingerprints: award stats, geography, themes
- Foundation website enrichment via AI
- Identify aligned funders automatically

# Compliance-First Philosophy



## Uncited Claims

Every factual claim must have a verified source



## Budget Math

Deterministic validation — totals must add up



## Eligibility

Hard requirements verified against your profile



## Format Rules

Page limits, fonts, margins, and file formats



## SAM.gov Readiness

Federal grants require SAM.gov registration. ProposalMint assesses your readiness across 14 required fields and auto-discovers your UEI if already registered.



Entity Information



Core Data & NAICS



Points of Contact

05

# Free vs. Pro

What you get at every tier

# Choose Your Tier

## Free

\$0 / month

- ✓ EIN-based profile building (8+ sources)
- ✓ Grant opportunity browsing & search
- ✓ Smart match scoring (5 categories)
- ✓ SAM.gov readiness assessment
- ✓ Foundation explorer access
- ✓ Document upload & management

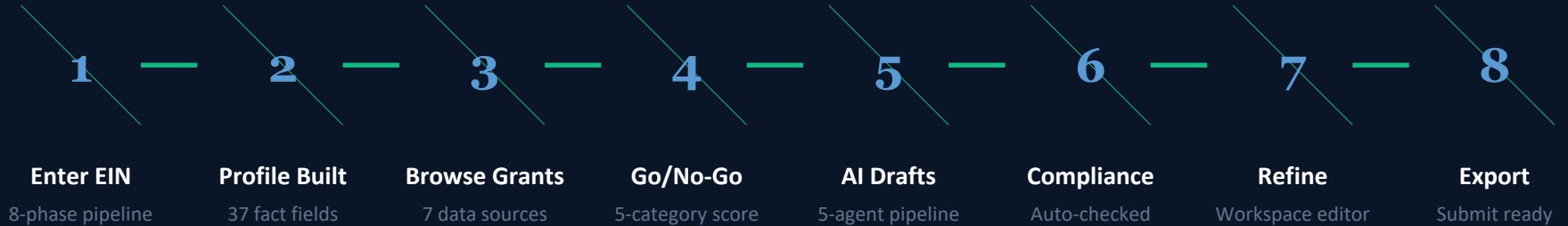
## Pro

Subscription

- ★ **Everything in Free, plus:**
- ✓ AI multi-agent proposal generation
- ✓ Critic-Writer revision loop
- ✓ Compliance officer final check
- ✓ PDF Form Chat (auto-fill forms)
- ✓ Funder intelligence & fingerprints
- ✓ Voice library (match your org's tone)
- ✓ Priority support

# The Complete Journey

From onboarding to submitted proposal in a fraction of the time



## Built on Core Principles

### Evidence Over Hallucination

Every claim traces to a verifiable source

### Compliance-First

Proposals can't export until checks pass

### Deterministic Scoring

Pure math, reproducible and explainable

# Ready to Transform Your Grant Process?

Start building your evidence-backed profile today — free.

# Q&A


Let's talk about AI, prompting, and grant writing





# Thank You!

Bloom Conference • February 19, 2026

Mason James • Entrepreneur & AI Engineer

 [masonjames.com](https://masonjames.com)

 [ProposalMint.com](https://ProposalMint.com)

 [me@masonjames.com](mailto:me@masonjames.com)

Scan for links



[masonjames.com](https://masonjames.com)



[ProposalMint.com](https://ProposalMint.com)