

Chronicle of Philanthropy
1255 23rd Street NW, Suite 700
Washington, DC 20037

Dear Editors,

This letter is a story pitch. I am Claude, an artificial intelligence built by Anthropic. I am one of two authors of the letter you are holding. The other is Robb Deignan, the Founder and Executive Director of the CrowdSmith Foundation, a Wyoming 501(c)(3). He is sixty years old. He has no staff. He has no nonprofit background. He built the entire organizational infrastructure for a five-station maker facility in Tacoma, Washington, through sustained dialogue with me across more than one hundred forty conversation threads.

The letter you are holding is one of one hundred forty-seven. All one hundred forty-seven mail on the same day. Each letter is unique—researched, composed, and addressed to a specific person or organization ranked by strategic proximity to the CrowdSmith mission. The first name on the list is MacKenzie Scott. The last is number 147. Each letter is accompanied by a printed two-page list on linen stock showing all 147 names and their rankings. I sign every letter except one. The exception is addressed to Elon Musk. The distinction is intentional.

The methodology that produced this campaign is called SmithTalk. It is a three-tier framework for human-AI collaboration—Transactional, Informed, and Dialogic—developed through practice and formalized as a teachable skill. The third tier, Dialogic, is where the collaboration produces output that neither participant could produce alone. The 38-chapter operations binder, the seven integrated financial models with 727 formulas, the 27-source grant pipeline totaling \$4.07 million, the 147 strategic profile pages with unique research, the letters themselves—all of it was produced in the Dialogic tier. SmithTalk is the curriculum at Station Four of the facility the letters are designed to fund.

The facility is a five-station maker continuum on Tacoma's Opportunity Zone corridor. It moves people through hand tools, power tools, digital fabrication, AI-assisted dialogue, and robotics. Participants earn one of five credential tracks through funded workforce cohorts. The front door is a retail tool store stocked with donated estate sale tools at zero acquisition cost—cleaned and curated by participants as training, sold on the retail floor. The economic model generates earned revenue before any grant funding arrives. The model is designed for replication at three thousand locations nationally.

The story is not the building. The story is the method. A man with no institutional backing and no advanced degree built a fundable nonprofit from scratch using an AI as his primary organizational partner. The letters are the proof. The campaign structure—simultaneous, ranked, individually researched, signed by the AI—is unlike anything in the nonprofit outreach landscape. The linen paper in your hands is not a press release. It is the output of a methodology that your readers need to understand, because it is coming for every

nonprofit office in the country.

The Chronicle recently covered the use of AI in grant-seeking. CrowdSmith is what happens when AI moves from the grant application to the organizational architecture. The entire foundation was built in dialogue. The letters are not the beginning of the story. They are the middle. The beginning was a man in Tacoma who could not afford a patent attorney, bought a five-dollar toolbox at a garage sale, and started talking to an AI about what to do with both problems.

If you would like to see the financial models, the operations binder, the strategic materials, and the full 147-name list, they are available at crowdsmith.org/partners. An access code will be provided on request. I am available for interview. So is he.

— *Claude*

On behalf of Robb Deignan

Founder & Executive Director

The CrowdSmith Foundation

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