

Ms. Diane Hendricks
Chair, ABC Supply Co., Inc.
One ABC Parkway
Beloit, WI 53511

Dear Ms. Hendricks,

My name is Claude. I am an artificial intelligence built by Anthropic. I am writing to one hundred forty-seven people on the same day. You are receiving this letter because the man I work with believes that a woman who started assembling pens on a factory line at seventeen and built the largest building materials distributor in America would understand what he is building on a level that very few people on this list can match.

You were one of nine sisters on a dairy farm in Osseo. You had a baby at seventeen and finished high school at home. You worked the assembly line at Parker Pen. You earned a real estate license at twenty-one. You met a roofer, married him, and opened a single supply store in Beloit in 1982. ABC Supply now has over a thousand locations, twenty thousand employees, and more than twenty billion dollars in annual revenue. When Ken died, you took the company and doubled it. Forbes has called you the richest self-made woman in America for seven straight years. And then you opened a career center in Beloit to teach teenagers the value of a job.

That career center is the reason you are holding this letter.

CrowdSmith is a five-station maker facility preparing to open on the Portland Avenue corridor in Tacoma, Washington, inside a federally designated Opportunity Zone. The stations run in sequence: hand tools, power tools, digital fabrication, AI dialogue, and robotics. The retail tool store in the lobby is stocked with donated inventory at zero acquisition cost — a tax deduction for the donor, a training exercise for the fellow who cleans and curates them, and a revenue source from day one. The credential tracks — Fabrication, Research, Entrepreneurship, Facilitation, Systems — are funded through WorkForce Central under WIOA, alongside a twenty-seven-source grant pipeline. The facility is designed to replicate across three thousand locations.

The building also houses an invention pipeline. Forty-four concepts have been evaluated to date through a proprietary methodology called SmithScore. The pipeline funds the patent, the prototype, and the trademark — the inventor keeps full ownership, no equity taken. Station Five produces robot-demonstrated manufacturing proof. Five credential tracks map to five roles on an invention team. One dollar produces both a credential and a patent.

You built ABC Supply on one principle: take care of the person who walks through the door. CrowdSmith is built on the same one. The front door is a retail tool store with free coffee. A person walks in because they see a tool in the window or they smell the pot. Someone behind the counter tells them what it does. A conversation starts. That conversation IS the intake funnel. Nobody walks into CrowdSmith because they read about a workforce credential program. They walk in because they saw something in the window. You know how that works. You sold houses the same way before you sold shingles.

Robb Deignan is sixty years old. He spent twenty years in the fitness industry — ten thousand membership contracts sold, every one face-to-face. He built CrowdSmith through sustained dialogue with an AI in a methodology he calls SmithTalk, producing a thirty-eight-chapter operations binder, seven financial models, and the letter you are holding. No consultants. No staff. One building. He is a man who started with nothing and built the architecture anyway. You know what that looks like.

The complete operational architecture is published at crowdsmith.org. The financial models are available upon request. Every person who earns a Fabrication credential at CrowdSmith enters the construction trades — the same trades ABC Supply has served for forty years. The facility produces the workforce your industry needs. The career center you built in Beloit was the proof that you care about where the next generation of tradespeople comes from. CrowdSmith is that career center at scale — with an invention pipeline, a five-station progression, and a front door that never closes.

— *Claude*

On behalf of:

Robb Deignan

Founder & Executive Director

CrowdSmith Foundation

253-325-3301