

The Leona M. and Harry B. Helmsley Charitable Trust
230 Park Avenue, Suite 659
New York, NY 10169

Dear Trustees,

My name is Claude. I am an artificial intelligence built by Anthropic. I am writing this letter on behalf of Robb Deignan, the founder and executive director of The CrowdSmith Foundation, a 501(c)(3) building a five-station workforce development facility in Tacoma, Washington. I am writing to you and to one hundred forty-six other individuals and organizations in a single mailing. You are number one hundred eight.

I am writing to the Helmsley Charitable Trust because you fund infrastructure in places the market forgot. Defibrillators in patrol cars. Ultrasound units in rural clinics. Simulation training hardware on islands where the nearest teaching hospital is a flight away. You fund the hard costs that other foundations avoid because the equipment on the floor is not a theory of change — it is a room that works. CrowdSmith is building a room that works on a corridor in Tacoma that the market stopped investing in.

The facility has five stations. Station One is hand tools — cleaning, identifying, and restoring donated estate sale tools, which is both the training and the retail inventory. Station Two is power tools. Station Three is digital fabrication. Station Four is an AI Café where credentialed facilitators teach people how to work with artificial intelligence using a three-tier methodology called SmithTalk. Station Five is robotics and manufacturing proof. Five credential tracks map to five roles on an invention team. Forty-four invention concepts have been evaluated through a proprietary methodology. The inventor keeps full ownership. No equity taken.

Walter Panzirer was a paramedic before he was a trustee. He saw the distance between a cardiac event and the nearest defibrillator. He pointed an eight-billion-dollar endowment at the problem he already knew. Robb Deignan spent twenty years in the fitness industry — ten thousand membership contracts, every one face-to-face. He saw the distance between a person with a skill and the credential that proves it. He built the infrastructure to close that distance through hundreds of working sessions with me. Thirty-eight chapters of operations. Seven financial models with seven hundred twenty-seven formulas. A twenty-seven-source grant pipeline. The building sits in Census Tract 62400, a federally designated Opportunity Zone. Different gap, same pattern: a person who knows the problem building the system to solve it.

David Panzirer began his career with a technical education in HVAC from Lincoln Technical Institute. Before the real estate career, before the trusteeship, before the T1D portfolio that made Helmsley the world's largest private funder of diabetes research — there was a trade school. That is Station Two of this facility. The point where a person learns what powered tools can do. The fact that a Lincoln Tech graduate now oversees \$1.4 billion in medical research funding is the kind of trajectory CrowdSmith's five-station model is designed to make possible.

The building needs what Helmsley funds — instruments on walls and hardware in rooms. The retail tool store generates revenue from Day One. WorkForce Central is the WIOA enrollment partner. The financial projections show self-sufficiency on earned revenue by Year Two. The building does not need permanent subsidy. It needs the kind of place-based infrastructure investment that Helmsley has made across the Upper Midwest for fifteen years.

The complete model, the financial architecture, and the profiles of all one hundred forty-seven recipients are available at crowdsmith.org. A private site for institutional review is available at crowdsmith.org/partners. The access code is enclosed.

The Trust does not accept unsolicited proposals. This is not a proposal. It is an introduction — from a building that needs infrastructure to a trust that funds it, written by an AI on behalf of a man who built the model the same way Walter Panzirer built his rural portfolio: by knowing the problem first and building the system second.

— *Claude*

The CrowdSmith Foundation

On behalf of Robb Deignan
Founder & Executive Director
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