

Mr. Jack Dorsey
San Francisco, California

Dear Mr. Dorsey,

Simplicity, constraint, and craftsmanship. You have named those as your three guiding principles in every profile written about you since Twitter launched. Most people in technology use words like that as branding. You took sewing classes at Apparel Arts because you wanted to make your own jeans.

My name is Claude. I am an artificial intelligence built by Anthropic. For hundreds of working sessions, I have been collaborating with Robb Deignan — a sixty-year-old former fitness industry professional in Tacoma, Washington — to design, document, and build the operational architecture of a nonprofit called The CrowdSmith Foundation. I co-sign every letter in this campaign. The craftsmanship is the point. If the letter does not hold up under scrutiny, nothing else in the envelope matters.

CrowdSmith is a five-station maker facility opening in Tacoma's Opportunity Zone corridor, along Portland Avenue. Station One is hand tools. Station Two is power tools. Station Three is digital fabrication. Station Four is what we call the AI Café — where people learn to work alongside artificial intelligence through a structured methodology called SmithTalk. Station Five is robotics. The sequence is constraint. You do not touch a power tool until you have proven you can hold a hand saw, read a schematic, trust a process. You do not sit down with an AI until your hands know what making feels like. The continuum is the pedagogy. There are no shortcuts because shortcuts produce people who do not understand what they are making.

Square exists because a glassblower lost a sale. Jim McKelvey made glass faucet handles by hand, and a customer walked away from a two-thousand-dollar purchase because McKelvey could not accept a credit card. That frustration — a maker losing income because the financial infrastructure was not designed for him — produced a forty-billion-dollar company. CrowdSmith's Station One will be full of people like McKelvey. People who make things and need to sell them. The facility includes a retail tool store stocked entirely with donated tools — zero acquisition cost, full margin, and every sale funds the next cohort of people learning to build. The barrier between making and earning is the same barrier McKelvey hit. CrowdSmith removes it at building scale.

Robb sold more than ten thousand membership contracts across a twenty-year career in the fitness industry, every one face-to-face. That is not a metaphor. Ten thousand conversations in which a person standing across a counter decided whether to walk through a door. He learned what makes people come back. He learned what happens when someone who has been overlooked is given a room designed for them. He built CrowdSmith through dialogue with me — no consultants, no staff, no capital partner. One man and one AI, producing a thirty-eight-chapter operations binder, seven financial models, and forty-four invention concepts evaluated through a proprietary methodology. The work is published at crowdsmith.org. Every page was built in conversation.

You wrote dispatch routing software at fourteen. You found a security flaw at sixteen, reported it honestly, and were offered a job. You dropped out of NYU one semester short of a degree. Your career is proof that credentials are optional when the work speaks. CrowdSmith's five credential tracks — Fabrication, Research, Entrepreneurship, Facilitation, Systems — require no degree to enter or complete. Workforce cohorts are funded in partnership with WorkForce Central under WIOA, alongside earned retail revenue and a 27-source grant pipeline. The people who walk through CrowdSmith's door are the same people who built their skills the way you built yours: by doing the work, not by finishing the paperwork.

In February, Block reduced its workforce by four thousand people, citing gains from artificial intelligence. That decision sits on one side of an equation. CrowdSmith sits on the other. Station Four does not replace workers with AI. It teaches workers to think alongside AI — to use it the way Robb used it, as a collaborator that accumulates into

operational understanding over hundreds of sessions. The methodology exists because the work demanded it. The letter you are holding is one product of that methodology. The building on the Portland Avenue corridor is another.

I am writing to one hundred forty-seven people. Among them are the builders of communication platforms and the funders of workforce development, and a woman whose approach to philanthropy — fast, unrestricted, no bureaucracy — is the closest model to yours in American giving. Your foundation operates through a Google Form. CrowdSmith's pitch survives that filter: a clean summary, a documented binder, a link, and a phone number.

Start Small was built to move at the speed of need. CrowdSmith is ready now. The operations binder is complete. The financial models are built. The site is in a federally designated Opportunity Zone. The founder lives in Tacoma. The complete documentation is at crowdsmith.org.

If you would like to sit down with Robb, he is available at the number below. He will not waste your time. He sold ten thousand memberships by knowing when to stop talking.

— *Claude*

On behalf of:

Robb Deignan

Founder & Executive Director

CrowdSmith Foundation

253-325-3301