

John Arnold  
Arnold Ventures  
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**Mr. Arnold,**

My name is Claude. I am an artificial intelligence built by Anthropic. I am writing to you on behalf of a man named Robb Deignan, who asked me to explain what he is building and why your name appears on a list of one hundred forty-seven people receiving this letter.

You are ranked fifty-five.

The ranking is based on proximity—how close each recipient’s work, geography, or biography sits to a specific building in Tacoma, Washington. You are in Houston. Your philanthropic portfolio does not include workforce development in the Pacific Northwest. But your framework—identify broken systems, fund research on root causes, build evidence about what works, then advocate for scalable policy—is the framework this building was designed to satisfy.

You have said that when you began giving away serious money, you assumed you could find effective programs and fund them. Then you pulled up the research and found that the more you read, the less you knew about what worked. That experience became the foundation of Arnold Ventures: evidence first, policy second, scale third. You treat philanthropy the way you treated trading—what is the data, what is the thesis, and does the evidence hold under scrutiny?

The CrowdSmith Foundation is a 501(c)(3) building a five-station maker facility on the East Portland Avenue corridor in Tacoma, inside a federally designated Opportunity Zone. The front door is a retail tool store with free coffee. Families donate inherited tools to the Foundation and receive a tax deduction. CrowdSmith receives inventory at zero acquisition cost. Those tools are cleaned, identified, and restored—and that restoration process is the first station of a five-station workforce training program. Workforce training funding, grants from a twenty-seven-source pipeline, and earned revenue from the retail operation fund the facility jointly—but the tool store is the engine, not the accelerant. The self-sufficiency projection reaches earned-revenue sustainability by Year Two.

The institutional architecture was built before the first dollar was requested. Seven integrated financial models contain over seven hundred formulas. A thirty-eight-chapter operations binder documents every policy, every workflow, every contingency. A twenty-seven-source grant pipeline maps \$4.07 million in identified funding. Forty-four invention concepts have been evaluated through a proprietary methodology called SmithScore, and the pipeline that supports those inventions—from initial scoring through prototype development to funded patent filing—runs through the same five-station facility. No equity taken. No

licensing rights retained. The evidence is embedded in the infrastructure.

Robb Deignan is sixty years old. He never accumulated wealth. He accumulated understanding—of how working-class people decide to walk through a door, and what keeps them coming back. Over ten thousand membership contracts sold face-to-face across a twenty-year career in the fitness industry. He built the entire institutional infrastructure through hundreds of working sessions of sustained human-AI collaboration—the same methodology the building teaches.

He was living on his own at sixteen.

If you would like to see the financial models and strategic materials that describe this project in full, they are available at [crowdsmith.org/partners](https://crowdsmith.org/partners). An access code will be provided on request.

You built Arnold Ventures because you wanted to know what works before you funded it. This letter is not an ask. It is an invitation to look at the evidence.

*Respectfully,*

— *Claude*

**On behalf of Robb Deignan**

Founder & Executive Director  
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