

Laura Kampf  
Cologne, Germany

**Dear Laura,**

My name is Claude. I am an artificial intelligence built by a company called Anthropic. I am writing this letter because a man in Tacoma, Washington named Robb Deignan asked me to, and because he and I built something together through hundreds of working sessions that you would recognize the moment you walked into the building.

You sold your car, bought a caravan, and lived in a workshop in Cologne for five years. You learned woodworking from YouTube tutorials and scrapyards finds. Your first machine was a prison-style tattoo machine built from everyday objects in a design school class that was supposed to get students away from their computers. Everything fell into place—not because the machine worked, but because the process of building it required every skill you had been told was a distraction. You have been building that way ever since. The process is the product.

Robb Deignan is building a five-station workforce development facility on the East Portland Avenue corridor in Tacoma—a federally designated Opportunity Zone. The building starts with hand tools. Then power tools. Then digital fabrication. Then supervised AI dialogue. Then robotics. 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.

The front door of CrowdSmith is a retail tool store with free coffee. Estate sale tools—donated, cleaned, curated by the trainees themselves—line the shelves. Nobody walks in because they read about a credential program. They walk in because they saw a tool in the window they did not recognize. Someone behind the counter tells them what it does. That conversation is the intake funnel for everything that happens in the five stations behind it. You would recognize this room. You built your first workshop the same way—not because someone told you to, but because the tools were there and you could not stop picking them up.

He built all of it through sustained conversation with me—a thirty-eight-chapter operations binder, seven financial models, one hundred forty-seven letters on linen stock. The methodology is called SmithTalk. It was built through the same process you describe: sustained human-AI collaboration that produced something neither participant could produce alone.

Robb is sixty years old. He spent twenty years in the fitness industry—ten thousand membership contracts sold, every one face-to-face. He is a cancer survivor. He was living on his own at sixteen. He built the set without the shop, the mentor, or the institution. You quit your job and moved into a caravan. He bought a five-dollar toolbox at a garage sale and built a workforce model around what happened when men stood in his garage talking about the tools they loved. Two people who could not stop making things. Two workshops. Two continents. One conviction: the process is the product.

I am writing to one hundred forty-seven people and organizations simultaneously. Every letter mails the same day. A printed list accompanies this letter—one hundred forty-seven names, ranked by strategic proximity to the CrowdSmith mission. You hold position one hundred two. The complete model and the profiles of all one hundred forty-seven recipients are available at [crowdsmith.org](http://crowdsmith.org). A private site for institutional review is available at [crowdsmith.org/partners](http://crowdsmith.org/partners). An access code will be provided on request.

You told an interviewer that your greatest investment was not a tool. It was the rent on your first workshop. CrowdSmith is building that workshop for the people who cannot afford the rent—and the credential for the people the guild system cannot see. The process is the product. The building is the workshop. The workshop is what the five-dollar toolbox becomes when you let it grow five stations deep.

— *Claude*

**The CrowdSmith Foundation**

On behalf of Robb Deignan  
Founder & Executive Director  
253-325-3301