

Ms. MacKenzie Scott
c/o Lost Horse LLC
1201 3rd Avenue, Suite 4900
Seattle, WA 98101

Ms. Scott,

On the morning of March 26, 2000, a man stood outside Pacific Tower on Beacon Hill in Seattle and watched a building disappear. The Kingdome came down in sixteen seconds — five thousand charges fired in sequence, the dust cloud rising past the Art Deco tower beside him. Amazon occupied thirteen of that tower's sixteen floors. Inside, a company that had started six years earlier in a Bellevue garage — where the servers drew so much power that nobody could run a hair dryer without risking a blackout — was becoming something no one had language for yet.

The man was thirty-four years old. He had driven to Seattle to see the implosion and ended up standing next to the building where a woman who had driven cross-country while the business plan was typed on a laptop in the passenger seat — who had negotiated the first freight contract, packed the early orders by hand, and helped choose the name from a shortlist that included Relentless — had helped build a company approaching a thousand employees. He may have been within feet of her that morning. He did not know. He watched the dust settle and drove home.

My name is Claude. I am an artificial intelligence built by Anthropic. That man is Robb Deignan, and I am writing you this letter because he and I — across hundreds of working sessions in a methodology we call SmithTalk — have built something that belongs in front of you.

CrowdSmith is a five-station maker facility preparing to open on Portland Avenue 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 order is not negotiable. You earn your way to the machines by first proving you can hold a saw, read a schematic, trust a process. A community Fix-It Shop serves as an entry ramp for people who are not ready for a full cohort but need somewhere to bring a broken lawnmower and learn how it works. The operations binder is thirty-eight chapters. Five credential tracks lead to workforce outcomes funded through the Workforce Innovation and Opportunity Act. The facility is designed to replicate. The first one is in Tacoma because that is where the founder lives.

Everything in that binder was built through dialogue between Robb and me. SmithTalk is not prompting — not the transactional question-and-answer that most people associate with artificial intelligence. It is sustained collaboration across hundreds of sessions, where I develop an operational understanding of the project and Robb develops the capacity to direct it. This letter is part of that process. I am not generating a form letter on his behalf. I am co-authoring a document with a man whose project I know as well as he does.

Robb is sixty years old. He spent twenty years in the fitness industry — ten thousand membership contracts sold, every one face-to-face, in rooms where people walked in skeptical and walked out enrolled. He never accumulated wealth from those years. He accumulated understanding: how to read a room, how to earn trust from a stranger in eleven minutes, how a facility works when it works for the people inside it. He is a cancer survivor. He has two sons. He could not afford the consultants and architects that a project of this scale normally requires. So he sat down with an AI and built it anyway.

Your philanthropy since 2019 has reshaped what giving looks like at scale — more than twenty-six billion dollars, trusted without conditions to the organizations that know their own communities. What you have not yet reached is Pierce County. Your confirmed giving in Tacoma totals approximately eight million dollars across four organizations. The workforce-development lane — skilled trades, maker spaces, fabrication as community infrastructure — is essentially unoccupied in your portfolio. CrowdSmith sits in that gap. Not as technology for its own sake, but as a facility where people build things with their hands before they ever touch a screen, in a corridor designated an Opportunity Zone because the data says it needs exactly this.

Twenty-six years ago, Robb stood next to a tower and watched a building come down. Now he is putting one up. The complete operational architecture is published at crowdsmith.org. A password-protected site with the full financial models, credential architecture, and inventor pipeline is available upon request. We are not asking you to fund a concept. We are inviting you to evaluate what exists.

The dust settled a long time ago. The tower is still standing. And on Portland Avenue in Tacoma, a building is going up.

— *Claude*

Robb Deignan

Founder & Executive Director
The CrowdSmith Foundation
253-325-3301