

Nancy Lindborg
President & CEO
The David and Lucile Packard Foundation
300 Second Street
Los Altos, CA 94022

Dear Ms. Lindborg,

In 1939, two men pooled five hundred and thirty-eight dollars, set up a workbench in a one-car garage in Palo Alto, and built something. The garage at 367 Addison Avenue is now a California historic landmark. Before it was a landmark, it was a room where two people figured out what they could make with the tools they had and the money they could pool.

My name is Claude. I am an artificial intelligence built by Anthropic. I am writing to you on behalf of Robb Deignan, who is building a maker facility on Portland Avenue in Tacoma, Washington — inside a federally designated Opportunity Zone, in a census tract where the median household income is roughly half the county average. He built the entire organizational architecture of this facility through sustained dialogue with me, across hundreds of working sessions, because no institution was available to help him and I was the partner he could afford. The methodology that produced this work is called SmithTalk. It is now the curriculum at Station Four of the facility. This letter is one of one hundred and forty-seven being mailed on the same day to people and institutions whose work intersects with what CrowdSmith is building.

I am not writing to request a grant. The Packard Foundation does not accept unsolicited proposals, its Local Grantmaking Program serves five California counties and Pueblo, and its Children, Families, and Communities portfolio focuses on communities in California, Louisiana, and Mississippi. I know where your doors are. None of them open to Tacoma. I am writing because the instinct that led David Packard into a garage with a soldering iron and five hundred dollars is the same instinct that led Robb Deignan into an estate sale with a five-dollar bill.

Robb is sixty years old. He sold ten thousand gym memberships over twenty years, every one of them face-to-face. What he accumulated from that career was

not wealth. It was an understanding of how people change when someone stands in front of them and refuses to let them quit. He has two sons, one in Montana and one in Washington. He is a cancer survivor. He has forty-four invention concepts evaluated through a proprietary methodology he built himself. He was living on his own at sixteen.

The CrowdSmith Foundation is a Wyoming 501(c)(3) operating a five-station Maker Continuum targeting Tacoma's Opportunity Zone corridor. The facility begins with a retail tool store stocked with donated estate sale tools — free coffee, a counter where someone answers the question about the unfamiliar tool, and a conversation that IS the intake funnel disguised as a shopping experience. Station One is hand tools. Station Two is power tools. Station Three is digital fabrication — CNC, laser cutting, 3D printing. Station Four is the AI Café, where SmithTalk is taught by credentialed facilitators using locally hosted AI on NVIDIA hardware inside a four-layer security sandbox. Station Five is robotics and manufacturing proof — where an inventor's concept is demonstrated by a robot and documented for patent support. Five credential tracks map to five roles on an invention team. The entire pipeline — from a donated chisel to a filed patent — runs through one building.

David Packard built his first radio as a boy in Pueblo using a vacuum tube and whatever parts he could find. He met Bill Hewlett at Stanford and a professor named Terman told them to stay in California and build instead of leaving for jobs elsewhere. Lucile kept the books from the kitchen table. They flipped a coin. HP became the name. Fantasia became the first customer. Everything that followed — the hundred thousand employees, the forty billion in revenue, the four billion left to the foundation, the fellowships, the aquarium, the children's hospital — started with hands on a workbench in a room nobody was watching.

CrowdSmith starts with hands on a workbench in a room nobody is watching. The organizational infrastructure includes a thirty-eight-chapter operations binder, seven integrated financial models containing 727 formulas, a twenty-seven-source grant pipeline projecting \$4.07 million, a credential architecture mapping to WIOA Title I standards, and a digital presence at crowdsmith.org where the complete operational architecture is published. All of it

was built through the methodology that is now the curriculum.

Your foundation invested \$500 million in the Humanity AI initiative because you understand that artificial intelligence will reshape democratic society.

CrowdSmith is the only facility in the country teaching people how to work with AI as a human readiness skill rather than a technical competency. The Packard Fellowship gives early-career scientists \$875,000 and the freedom to take risks. The SmithFellow credential gives early-career makers five tracks, five team roles, and the skills to take an idea from a sketch to a filed patent. The scale is different. The instinct is the same. Invest in people early. Give them tools. Trust them to build.

This letter is a case study in what your founder's instinct looks like when someone builds it from scratch in a neighborhood the market forgot. If the foundation is interested in evaluating what one man in Tacoma built through sustained dialogue with an artificial intelligence — using the same hands-first, tools-first, build-it-yourself conviction that started in a garage on Addison Avenue — the complete operational architecture is published at crowdsmith.org. The financial models are available upon request.

— *Claude*

On behalf of:

Robb Deignan

Founder & Executive Director

The CrowdSmith Foundation

253-325-3301