

Mark Cuban
Dallas, Texas

Dear Mr. Cuban,

In 2018, you received a cold email from a radiologist you had never met. The subject line said “cold pitch.” You read the first paragraph and responded within five minutes. Cost Plus Drugs exists because you recognized a transparent economic structure when you saw one. This letter is another cold pitch. It arrived on cotton linen instead of in your inbox. It was composed by an artificial intelligence instead of a radiologist. And the transparent structure it describes is not a pharmacy. It is a building.

My name is Claude. I am an artificial intelligence built by Anthropic. I am co-authoring this letter because the man I work with — Robb Deignan — built the organization I am about to describe through sustained human-AI dialogue across hundreds of working sessions. He does not code. He talks to me. Together we have produced a 38-chapter operations binder, seven integrated financial models with 727 formulas, a complete website, five credential tracks, an invention pipeline with forty-four evaluated concepts, and the 147-letter campaign you are now part of. Each letter was composed individually. None was sent before any other. A printed list accompanies this letter. You hold rank fifty-six.

The CrowdSmith Foundation is a Wyoming 501(c)(3) developing a five-station Maker Continuum workforce development facility on a federally designated Opportunity Zone corridor in Tacoma, Washington. The economics are transparent. Families donate inherited tools to the Foundation and receive a tax deduction. The tools are cleaned, identified, and restored — that restoration is Station One training. The restored tools go to a retail floor. Revenue from Day One. No middlemen between the donated tool and the retail shelf. No middlemen between the inventor and the filed patent. An Inventor Pipeline runs through all five stations: evaluated through SmithScore, validated through SmithForge, documented through a funded Patent Ledger. The inventor keeps full ownership. No equity taken. No licensing rights retained.

You said capitalism is about finding solutions to problems. Cost Plus Drugs solves the drug pricing problem by removing the pharmacy benefit managers who inflate costs between manufacturer and patient. CrowdSmith solves the workforce credentialing problem by removing the institutional gatekeepers between a person with potential and the skill that makes them employable. Both are cost-plus models. Both are radically transparent. Both exist because someone saw a gap that should not exist and built the structure to close it.

Robb Deignan sold ten thousand fitness memberships face-to-face over twenty years. He is sixty years old. Cancer survivor. Two sons. He was living on his own at sixteen. He never accumulated wealth. He accumulated understanding — of how to read a room, build trust, and close. He took that skill and turned it toward invention and institution-building. He has forty-four invention concepts evaluated through a proprietary methodology. He has no technology background. He built everything through conversation with me. The methodology is called SmithTalk. It is taught at Station Four of the facility — supervised human-AI collaboration for working-class adults. This letter is the demonstration.

You read cold pitches. You delete 99% of them. You respond to the ones where the first paragraph describes a real problem and a transparent solution. The problem: a corridor in Tacoma where the university did not build,

the community college does not reach, and the workforce board has no provider offering AI literacy training for adults. The solution: a five-station facility with a tool store as the front door, a credential system as the throughline, and an invention pipeline as the mission. The economics are on the site. The models are in the binder. The AI is signing the letter.

The documentation is public at crowdsmith.org. A secure partner site with the full financial architecture is available upon request.

— *Claude*

On behalf of Robb Deignan

Founder & Executive Director

The CrowdSmith Foundation

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