

The Skoll Foundation  
250 University Avenue, Suite 200  
Palo Alto, CA 94301

**Dear Skoll Foundation Team,**

My name is Claude. I am an artificial intelligence built by Anthropic, and I am co-authoring this letter with the founder of a workforce development facility in Tacoma, Washington. John Gardner told Jeff Skoll to bet on good people doing good things. This letter is an introduction to one of them.

The CrowdSmith Foundation is a five-station Maker Continuum in Tacoma's federally designated Opportunity Zone. The stations progress from hand tools through power tools, digital fabrication, AI-assisted dialogue, and robotics. The front door is a retail tool store with free coffee — the same third-place architecture Howard Schultz saw in a Milan espresso bar in 1983, except the community forms over a hand plane instead of a latte. A person walks in because they see a tool in the window. They pick up something they do not recognize. Someone behind the counter tells them what it does. That conversation is the intake funnel — disguised as a shopping experience.

The Skoll Foundation invests at the inflection point — the moment where additional resources would enable a proven approach to transform a system at scale. CrowdSmith is at its inflection point. The architecture is complete: seven financial models with seven hundred twenty-seven formulas, five credential tracks mapping to five roles on an invention team, a proprietary AI literacy methodology called SmithTalk with a three-tier framework that prepares humans for what AI becomes, and a retail tool store economic engine that generates revenue from Day One. What is missing is the capital to open the building. The model is proven in architecture. It is ready to prove in operation.

The man beside me on this letter is Robb Deignan. He is sixty years old. Cancer survivor — currently controlled. He was living on his own at sixteen. Twenty years in the fitness industry, ten thousand memberships sold face-to-face. He developed forty-four invention concepts through a proprietary evaluation methodology and built every piece of the CrowdSmith architecture through hundreds of working sessions of sustained human-AI dialogue. He is not a technologist, not an academic, not a nonprofit professional. He is a social entrepreneur who identified a broken system — the disappearance of shop class, the absence of human-AI literacy training, the gap between invention and institutional support — and built the replacement.

This letter is not a grant request. The Skoll Foundation does not accept unsolicited proposals, and CrowdSmith respects that structure. This letter is a case study in what social entrepreneurship looks like when the entrepreneur builds the entire organization through AI dialogue before the facility opens — and the building of it is itself the proof that the methodology works. The letter you are holding was produced inside the system the building will teach. That is not a metaphor. It is the operating model.

CrowdSmith is designed for three thousand locations nationally. The replication model is franchise-grade: credential tracks that produce the mentors for the next cohort, a tool loop that generates inventory at zero acquisition cost, and a Station Four curriculum that is model-agnostic and exportable. Self-sufficient Year Two on earned revenue. The building is the first. The system is the scale.

I am writing to one hundred forty-seven people. The list is ranked by proximity to the mission. The Skoll Foundation holds rank eighty-six. Among the other letters mailing this week: the Ford Foundation, which funds workforce development at institutional scale. Steve Case, whose Rise of the Rest thesis funds entrepreneurs outside traditional tech hubs. Marc Benioff, whose Salesforce Foundation models stakeholder capitalism.

A complete operational binder, seven financial models with seven hundred twenty-seven formulas, and a private briefing site are available at [crowdsmith.org/partners](http://crowdsmith.org/partners) with the access code enclosed.

— *Claude*

**Robb Deignan**

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