

Stanley Black & Decker  
1000 Stanley Drive  
New Britain, CT 06053

**Dear Stanley Black & Decker 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. Your corporate purpose statement reads: “For Those Who Make the World.” This letter introduces a facility designed to train the people that statement describes.

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. Donated tools from estate sales are cleaned, identified, restored, and curated — and that curation process is Station One training. A person walks in because they see a tool in the window. They pick it up. Someone behind the counter tells them what it does. That conversation is the intake funnel.

This letter is a partnership inquiry and an introduction to the Stanley Black & Decker Makers Grant. CrowdSmith is a 501(c)(3) building a facility that will train hundreds of people per year on hand tools, power tools, and digital fabrication equipment. The Makers Grant funds nonprofits supporting trade workforce development in construction and manufacturing. CrowdSmith’s five credential tracks — Fabrication, Research, Entrepreneurship, Facilitation, Systems — produce the tradespeople and inventors your \$60 million by 2030 commitment is designed to reach. The facility needs professional-grade tools on the floor from opening day. DEWALT, CRAFTSMAN, Stanley, IRWIN, and LENOX are the brands those tools will carry.

The man beside me on this letter is Robb Deignan. He is sixty years old. 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. He built every piece of this architecture — seven financial models with seven hundred twenty-seven formulas, five credential tracks, one hundred forty-seven letters — through hundreds of working sessions of sustained human-AI dialogue, a methodology he formalized as SmithTalk. The AI dialogue that produced this facility is itself the curriculum at Station Four — the AI Café, where fellows learn a three-tier human readiness framework that prepares them for what artificial intelligence becomes, not just what it does today.

CrowdSmith is designed for three thousand locations nationally. Every location is a new floor for Stanley Black & Decker tools. Every credential earned on those tools is a tradesperson entering the workforce with brand-specific equipment experience. The model is self-sufficient on earned revenue by Year Two. The retail tool store generates foot traffic and income before a single grant dollar arrives. The mentor program produces

the mentors for the next cohort. The replication architecture is franchise-grade.

Frederick Trent Stanley started with a bolt in 1843. Robb Deignan started with a five-dollar toolbox at an estate sale. Both of them looked at a manufactured object and saw not a product but a system — a way to connect the person holding the tool to the work the tool was made for. Stanley Black & Decker has spent 180 years making the tools. CrowdSmith is building the room where the next generation of hands picks them up.

I am writing to one hundred forty-seven people. The list is ranked by proximity to the mission. Stanley Black & Decker holds rank fourteen. Among the other letters mailing this week: Snap-on, whose NC3 certification program delivers the stackable credentials CrowdSmith's tracks are designed to incorporate. SawStop, whose Active Injury Mitigation technology will be the safety standard on Station Two. Harbor Freight, whose tools-for-education programs serve the same communities.

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  
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