

From: Walter May
Sent: 29 May 2015 11:13
To: Welsh Government
Subject: Global Welsh - Next Steps - Ask not what your country can do for you.....

Dear

Just a short note of thanks for your interest in the GlobalWelsh initiative and specifically for attending Monday's reception at the Hay Festival hosted by the First Minister.

I hope you enjoyed the event and were impressed by the hugely global nature of it.

It was rewarding to have a real buzz in the room and see a great deal of networking taking place and also to receive so many suggestions of support for our initiative.

For your information, the GlobalWelsh initiative will feature on the BBC 'Wales Report' on Wednesday 3rd June (click [here](#) for more info), which we hope will continue to raise the profile of the initiative and lead to the establishment of a GlobalWelsh organisation, the basis of which will be a not-for-profit, Community Interest Company (CIC).

So what now? Well, we would welcome your help and feedback and to show your support perhaps we could ask you to;

- Join GlobalWelsh on social media
 - Twitter: [click here](#)
 - To request to join our closed LinkedIn group: [click here](#)
- Nominate two other business people who are of Welsh origin or who have lived in Wales that currently reside in another country by sending them [here](#).
- Tell us if you would be willing to mentor a Welsh based entrepreneur from your country of residence?
- Tell us if you would be willing to be a mentor for a Welsh based business looking to export to your country of residence?
- Consider contributing to help us shape the GlobalWelsh initiative? If so, would you complete this [short survey](#) (if you haven't already done so?)

Once again, thanks for your interest and support to date and we hope to continue a dialogue with you as we progress this much needed initiative.

Kind Regards

Walter

From: Walter May
Sent: 10 August 2015 17:16
To: Welsh Government
Subject: Fw: GlobalWelsh Diaspora Project - Phase 2 Invoice

Hi

Just a polite reminder that the attached invoice payment is still outstanding.

Kind regards

Invoice - Management & Consulting Services

To:

Welsh Government

xxxxxx

xxxxxx

xxxxxx

xxxxxx

xxxxxx

FTAO: xxxxxx

From:

Walter May

xxxxx

xxxxx

xxxxx

xxxxx

xxxxx

Tel/Fax: xxxxx

Mobile: xxxxxx

Email: xxxxxx

Date: Tuesday 28th April 2015

Global Welsh Diaspora Entrepreneurship Project

***Phase 2 Report, Recommendation and Final Presentation (March 2015) £495
(including T & S) (including VAT)***

- Produce a final report summarizing research findings and recommend the most effective way to start-up, structure, fund and a realistic road-map for a Welsh Diaspora. (submitted on Tuesday 28th April 2015)
- Attend and present at final Steering Group Meeting (scheduled for Monday 11th May 2015)

Total payable = £495

Please make cheque payable to Walter May

Bank Details:

xxxxxxxxxx

Account Number: xxxxxxxx

Sort Code: xx-xx-xx

Location: xxxxxxxx

On Tuesday, 18 August 2015, 14:27, Welsh Government wrote:

Hi Walter

Hope you are well, we haven't spoken for a while. Following a discussion on Diaspora at the last Joint Panel meeting, we circulated your report and invited comment. Feedback as follows:-

Panel members were in principle very supportive of the concept of creating a Welsh diaspora and recognised the opportunities it had provided for other countries and the potential benefits it could bring to Wales. They also were appreciative of the work that had been undertaken to date by the group to take this forward.

A business case setting out options for delivery models would need to be considered with a 2 page summary. This should clearly identify

- options for organisational structure – taking into account skills and expertise required for roles and be reflective of entrepreneurship community
- incorporation of sound governance arrangements
- resource requirements and sources of funding/support
- evidence of value for money with defined outcomes and milestones
- sustainability

Unfortunately I am unable to join you on Friday as I have other commitments in my diary but I am in the office today and tomorrow if it would be helpful to discuss prior to your meeting
Regards

From: Walter May
Sent: 18 August 2015 23:44
To: Welsh Government
Subject: Re: Diaspora - panel feedback

Hi

Thanks for the feedback. Is there a good time to call you tomorrow?

Would it also be possible to call you, if required, on Friday? I anticipate some issues may come up which we might want to talk to you about.

Kind regards

Walter

From: Walter May
Sent: 14 September 2015 14:39
To: Welsh Government
Subject: GlobalWelsh Business Plan

Hi

Please find attached the GlobalWelsh Business Plan. We have based the plan on two years since, with the start-up phase, we believe we need two years to get established and create the foundations of a sustainable organisation.

We have purposely kept the attached business plan short, typically plans of this scale can run to 30-40 pages.

Some key points:

1. xxxxxxxxxx
2. xxxxxxxxxx
3. xxxxxxxxxx
4. xxxxxxxxxx
5. xxxxxxxxxx
6. xxxxxxxxxx
7. xxxxxxxxxx
8. xxxxxxxxxx

We have scheduled the next GlobalWelsh board meeting for Wednesday 30th September (8.30 – 1130am) to create a private sector funding plan and would request your attendance. In view of timescales we would ideally seek an early decision on Welsh Government support prior to beginning to raise private sector match funding. We feel that an indication of Welsh Government support would help us unlock potential private sector funding.

Once you have had the opportunity to review the attached, I propose we schedule a meeting (preferred) or conference call to answer any question you may have and go through the financials.

In the meantime feel free to give me a call to discuss.

Kind regards

Walter

From: Walter May
Sent: 16 September 2015 17:04
To: Welsh Government
Subject: GW Report

Hi

I have some meetings coming up whereby I would like to share the content of the GW Report. I assume Welsh Government has no objections to me doing this?

Kind regards

Walter

On 17 Sep 2015, at 13:59, < Welsh Government wrote:

[Hiya Walter](#)

Thanks for your e-mail None that I am aware of. It would be useful to know amongst which audiences you are planning to meet with.

Kind regards

From: Walter May
Sent: 17 September 2015 16:12
To: Welsh Government
Subject: Re: GW Report

Hi

I have a meeting with Prince Charles's office so may want to share some of the report with them. Also anticipating potential private investors would want to see the research background to GlobalWelsh.

Kind regards

Walter

From: Walter May
Sent: 21 September 2015 14:30
To: Welsh Government
Subject: Re: GlobalWelsh Business Plan

Hi

Based on the meeting I had with The Prince of Wales private secretary this morning and omissions form V1, I've made some changes to the Business Plan (sections 5.1 & 10.3, see attached).

Please let me know if you have any questions? Also, are you able to attend next weeks meeting?

Kind regards

Walter

On Monday, September 21, 2015 2:59 PM, Welsh Government wrote:

Hiya Walter

Unfortunately I will not be able to join next week due to prior commitments at home and at work.

How did the meeting go with the Private Secretary this morning ?

Kind regards

From: Walter May
Sent: 21 September 2015 15:07
To: Welsh Government
Subject: Re: GlobalWelsh Business Plan

Hi

It went well (made some updates to the Business Plan sent earlier V1.1).

Met with Grahame Davies (Private Secretary to The Prince of Wales & The Duchess of Cornwall) and he appeared very supportive and positive of the GlobalWelsh initiative.

The Prince of Wales is patron to 280 ish organisations e.g: Cardiff Business Club. I got the strong impression that we will be able to secure his patronage in the future. Graham said that we have to become established before he can give his formal support and indicated 2 years is typical.

He emphasised that he can still support worthy causes without being their patron and went on to suggest that if the Welsh Government & GlobalWelsh were to have an event involving their Global Advisory Board or a wider group of our World Class Welsh (to coin a KEA phrase) Prince Charles might be willing to support that.

He is going to introduce us to all the other Welsh organisations that The Prince of Wales is patron of.

In all a very positive meeting.

Let me know if you have any questions.

Kind regards

Walter

From: Walter May
Sent: 24 September 2015 08:12
To: Welsh Government
Subject: BBC Report

Hi

The BBC will be broadcasting a report on diaspora early next week. The report will feature Keith Griffiths, myself and Jimmy Deenihan, Irish Minister of State for Diaspora. They have asked me to update them on the situation with WG support for GlobalWelsh.

Could you let me know how I should respond?

Walter

From: Welsh Government
Sent: 24 September 2015 14:54
To: Walter May
Subject: FW: BBC Report

Walter

Good to talk earlier. I now understand that filming has already taken place and thus the guidance below should be used in any future update or communication you may be providing.

You will only be able to confirm Welsh Government support to date and should not, at this stage, offer any comment on future Welsh Government commitment to Global Welsh.

You can confirm that the Welsh Government has supported the development of Wales establishing its own Diaspora model by

- initiating and facilitating diaspora discussions and debates with Kingsley Aikin and Welsh Entrepreneurs at Entrepreneur Wales Events.
- The Welsh Government in conjunction with the private sector have part funded a Diaspora feasibility study that includes three key focus areas; researching how other countries engage with their diasporas; identifying and engaging with Wales' 50 most influential Diaspora to determine their capacity and propensity to contribute to the shaping of a Welsh Diaspora initiative; and determining the potential benefits to Wales of establishing its own Diaspora organisation.
- The Diaspora Feasibility study and Global Welsh Business Plan are now being considered by Government Officials. Recommendations will be prepared for Ministerial consideration.

Kind regards

On Tuesday, October 6, 2015 4:55 PM, Welsh Government wrote:

Afternoon Walter

I understand from xxxx that Friday night with the Diaspora / Mentoring guys from NZ worked well.

[illegible]

Kind regards

From: Walter May
Sent: 12 October 2015 11:43
To: Welsh Government
Subject: Re: Global Welsh Business Plan

Hi

Yes, the NZ v Georgia event was brilliant, thanks for allowing me to attend.

On the P&L front, sending you the spreadsheet wouldn't be that helpful without the detailed behind it, assumptions, scenarios etc. Suggest we schedule a meeting where we can talk you through the planning logic. Would be great to get your input and critical comment.

Could you suggest some dates/times that are convenient?

Kind regards

Walter

From: Welsh Government
Sent: 12 October 2015 16:34
To: Walter May
Subject: RE: Global Welsh Business Plan

Hiya Walter

Will call you on Wednesday to discuss.

Kind regards

On Monday, January 4, 2016 5:38 PM, Walter May wrote:

Dear

Happy New Year to you both. I sincerely hope 2016 is a good year for Wales and the Welsh.

Please find attached V2 of the GlobalWelsh Business Plan, P&L and Cash Flow Statements for years 1 & 2.

You will notice that we have:

1. xxxxxxxxxxxx
2. xxxxxxxxxxxx
3. xxxxxxxxxxxx
4. xxxxxxxxxxxx
5. xxxxxxxxxxxx

6. xxxxxxxxxxxx
7. xxxxxxxxxxxx

[illegible][illegible]

XX

xxxX:

1. xxxxxxxxxxxx
2. xxxxxxxxxxxx

We would welcome feedback at the earliest opportunity.

We would also welcome an opportunity to meet with you and/or the Minister for Business to answer any questions or provide additional information.

Kind regards
Walter

From: Walter May]
Sent: 05 January 2016 17:04
To: Welsh Government
Subject: GlobalWelsh

Hi

HNY! Hope all is well with you and yours.

Just to let you know that we re-submitted the GlobalWelsh Business Plan and financials yesterday.

Wasn't sure wether to copy you on the email. Let me know if you want me to forward it to you?

Also wanted to sincerely thank you for all your support for the initiative over the last 2-3 years. Without you and your support, we wouldn't have made it this far!!

Kind regards

Walter

From: Welsh Government
Sent: 06 January 2016 09:45

To: Walter May
Subject: RE: GlobalWelsh

Morning Walter

Happy New Year to you too. Hope you had a good break.

Well done on re-submitting the Business Plan and Financials. Yes please send to me.

Although xxx and her team will now take the lead on this piece of work – I will always remain a keen spectator and follow with great interest.

Thanks for your kind words – I have very much enjoyed the opportunity of taking the concept with you and developing it to where you have now taken it.

I will let you know some dates of when I am in South Wales – with the view of catching up.

Kind regards

From: Walter May
Sent: 27 January 2016 15:18
To: Welsh Government
Subject: Updated figures & Business Plan

Hi

Please find attached revised forecasts as discussed yesterday.

The following changes have been made;

- XXXXXXXXXXXXXXXX
- XXXXXXXXXXXXXXXX
- XXXXXXXXXXXXXXXX
- XXXXXXXXXXXXXXXX
- XXXXXXXXXXXXXXXX

I hope this reflects your understanding of our conversation and look forward to hearing from you in the near future.

Also attached is V2.1 of the Business Plan with some small changes - mainly typos.

Kind regards

Walter

1. Amended Financials
2. Amendments to business plan

Let me know if you have any questions or required clarification on any issue.

Kind regards
Walter

On Friday, March 11, 2016 4:51 PM, Welsh Government wrote:

Hi Walter,

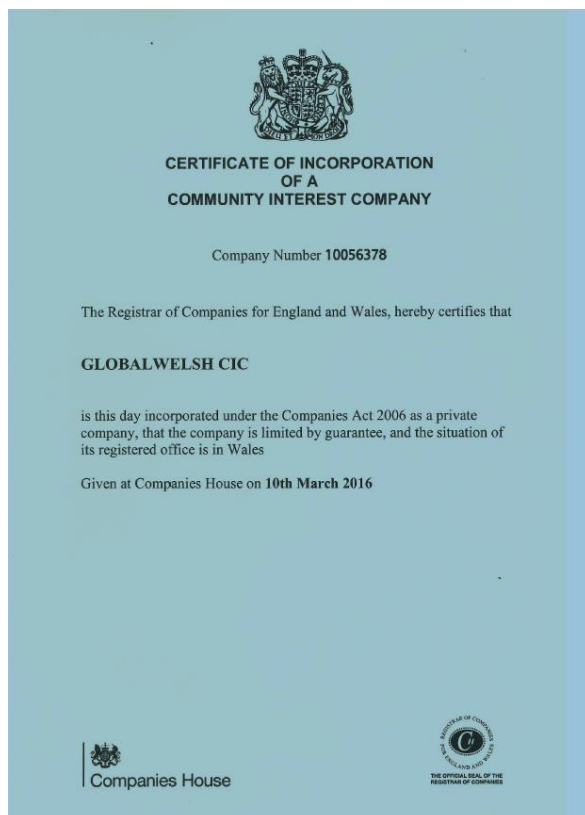
Thank you for sending these through, we'll review on Monday and will be in contact to discuss.

Kind regards

From: Walter May
Sent: 14 March 2016 13:47
To: Welsh Government
Subject: GlobalWelsh Certificate of Incorporation
Hi

See attached GlobalWelsh Certificate of Incorporation.

Regards
Walter



From: Walter May
Sent: 16 March 2016 10:25
To: Welsh Government
Subject: Re: Amendments to GlobalWelsh Business Plan and Financials

Hi

Do you have any questions or require clarification on anything?

Kind regards
Walter

On Thursday, March 17, 2016 6:24 AM, Welsh Government wrote:

Hi Walter,

Are you available tomorrow afternoon for half an hour catch up with xxxx and myself please?

Thank you

On 17 Mar 2016, at 07:41, Walter May wrote:

Hi

I can't do tomorrow, I'm down in Cornwall walking so can't be certain of a signal. Dave is away in the US.

Anytime Monday would be OK?

Kind regards
Walter

From: Walter May
Sent: 17 March 2016 09:39
To: Welsh Government
Subject: Re: Amendments to GlobalWelsh Business Plan and Financials

Hi

Feel free to email me any questions & I'll try & respond later today or this evening.

Kind regards
Walter

From: Walter May
Sent: 17 March 2016 23:43
To: Welsh GOVERNMENT
Subject: Amendments to the GlobalWelsh Plan and Financials

Hi

We have made amendments to the plan and financials.

The amendments made to the GlobalWelsh Business Plan are outlined in the attached document, along with a revised financial model and cashflow forecast.

Let me know if you have any questions or required clarification on any issue.

Kind regards

Walter

On Sat, 28/5/16, Walter May wrote:

Subject: GlobalWelsh

To: Ken.Skates@assembly.wales

Date: Saturday, 28 May, 2016, 9:19

Dear Minister,

Congratulations on your appointment. We wish you every success in this vitally important role and we look forward to contributing to the success of the Welsh economy. You may recall our brief conversation on GlobalWelsh last year, during the export event at the Swalec Stadium. You may also be aware of the research project I carried out on diaspora engagement and its role in economic development, which was reported on in April/May 2015. The research was joint funded by the Welsh Government and Welsh entrepreneurs and received very positively by the media and a broad range of global stakeholders. We believe this to be a exemplar of the public and private sector working together.

Having completed the research last summer, we subsequently developed a detailed business plan to create the GlobalWelsh Community Interest Company (CIC), which is a not-for-profit organisation with clear economic and community objectives. We are currently seeking to raise private and public sector funding to establish GlobalWelsh as a self-funded and sustainable organisation.

Myself and the GlobalWelsh board would welcome the opportunity to meet with you to explain in detail the origins of the initiative, the excellent evidence based research already completed and our plans for the next two years and beyond.

We believe GlobalWelsh has a vitally important role to play in making Wales a more vibrant and economically successful country.

Yours sincerely

Walter May Founder,

From: Walter May
Sent: 06 June 2016 07:49
To: Ken.Skates@assembly.wales
Subject: Re: GlobalWelsh - TODAY at Digital2016

Dear Minister,

I noticed that you will be at Digital2016 today and wondered if it would be possible to meet up during the event. I will be there all day so if you have any time available I would be delighted to meet you for a brief chat about GlobalWelsh?

Kind regards

Walter

On Mon, 6/6/16, Welsh Government wrote:
Subject: FW: PRIORITY FW: GlobalWelsh - TODAY at Digital2016
To: Walter May
Date: Monday, 6 June, 2016, 13:10

Dear Mr May

Thank you for your correspondence to Ken Skates AM which has been forwarded to the Minister's Private Office.

The Minister has a full agenda at the conference this afternoon so unfortunately has limited time available to meet. I am therefore copying this to the Minister's diary secretary who will be in contact with you in due course to follow up on your request.

Kind regards

On Wed, 8/6/16, Walter May wrote:
Subject: Re: FW: PRIORITY FW: GlobalWelsh - TODAY at Digital2016
To: Welsh Government
Date: Wednesday, 8 June, 2016, 13:10

Thanks

I look forward to a response to my request to meet with the Minister.

FYI, I will be on vacation during the w/c Monday 20th June, for one week.

Regards

Walter

From: Walter May
Sent: 15 June 2016 18:13
To: Welsh Government
Subject: Written statements of support

Hi

Would it be helpful if we provided a range of written responses of support for GlobalWelsh from a selection of our diaspora and key individuals/organisations in Wales?

Kind regards

Walter May

On Thu, 16/6/16, Welsh Government wrote:
Subject: Written statements of support
To: Walter May
Date: Thursday, 16 June, 2016, 16:29

Hi Walter

Good to hear from you. Think this is a great suggestion, if it is not too onerous for you. As means of update, xxxx is meeting with Cabinet Secretary next week and Diaspora will be on the agenda for discussion. Regards

From: Walter May
Sent: 16 June 2016 17:13
To: Welsh Government
Subject: Re: Written statements of support

Hi

I'm on holiday for a couple of weeks so won't be able to do anything until I get back.

I'll check with you on my return before doing anything - maybe it will be approved by then so I can afford the extra effort.

Kind regards
Walter

On Thu, 16/6/16, Welsh Government wrote:
Subject: RE: Written statements of support
To: Walter May
Date: Thursday, 16 June, 2016, 19:36

Have a great holiday and let's speak on your return

Regards

From: Walter May
Sent: 17 June 2016 12:01
To: Welsh Government
Subject: RE: Written statements of support

Thanks

Just by way of an update;

- We continue to get pledges of financial support from key individuals and organisations
- We have tested our commercial proposition (based on the World Economic Forum/Cambridge Network model) and are confident that we will have the support required to become financially independent within 2 years
- We are getting regular requests for support from a range of notable Welsh businesses and institutions (they think we are already up and running)
- We are continuing to identify amazing people within the Welsh diaspora that are passionate to give back

I think it's also worth reminding ourselves that a year ago we had 50 people give up their bank holiday to attend the Hay reception, many travelled long distances and from other countries to be there. We also had a very successful, paid for, event that Warren East, Julie Meyer and Tim Finch supported. Warren continues to support GlobalWelsh along with Keith Griffiths and a growing list of equally successful Welsh diaspora. The Hay Festival was very keen for us to be involved again this year but we felt that we needed to be able to demonstrate tangible progress to be credible.

A year on from Hay and the work we've done on research, business planning and setting up the GlobalWelsh CIC, it is abundantly clear that Wales will benefit enormously through engaging in a professional and systematic way with its diaspora.

We have managed to maintain momentum and hope Welsh Government will finally approve the small grant to allow us to continue this brilliant private/public initiative.

We are champing at the bit to get going but need Welsh Government support to get started and their ongoing commitment (not necessarily money) and involvement to ensure we succeed over the long term.

I hope that xxxx's meeting goes well next week and we can finally start to have an impact and support those that are requesting our support.

Kind regards

Walter

From: Walter May
Sent: 26 June 2016 21:55

To: Welsh Government
Subject: Re: FW: PRIORITY FW: GlobalWelsh - TODAY at Digital2016

Hi

Reference our recent conversation, can we schedule a date and time to meet with the Minister in the next week or so?

Kind regards

Walter

From: Welsh Government
To: Walter May
Sent: Tuesday, 5 July 2016, 18:45
Subject: RE: Letter to Walter May - Global Welsh

Dear Mr May

Please find attached a letter from the Cabinet Secretary for Economy and Infrastructure.

Kind regards

Ken Skates AC/AM
Ysgrifennydd y Cabinet dros yr Economi a'r Seilwaith
Cabinet Secretary for Economy and Infrastructure



Mr Walter May
GlobalWelsh

Llywodraeth Cymru
Welsh Government

5 July 2016

Dear Mr May

Thank you for your recent email correspondence regarding your efforts to establish GlobalWelsh as a Community Interest Company. I have carefully considered the proposal you have submitted and whilst I am fully supportive of the concept of creating a diaspora for Wales to encourage jobs and growth in Wales, I will not at this stage be approving Welsh Government funding.

However, I would encourage GlobalWelsh to further develop your proposal, drawing on greater support from private sector investment as start up capital. I have asked my senior officials to meet with you as

soon as diaries allow and when you have had the opportunity to progress this further, please contact my office to arrange a meeting for September to discuss the updated position.

Ken Skates AC/AM

Ysgrifennydd y Cabinet dros yr Economi a'r Seilwaith
Cabinet Secretary for Economy and Infrastructure

From: Walter May

Sent: 08 July 2016 13:52

To: Welsh Government

Subject: Thoughts on recent response from the Minister

Hi

Some thoughts on the response we recently received from the Minister.

Is the Minister fully aware of the full background to this initiative, its origins, private sector involvement and its evidence base? Reaching out to our diaspora is especially important now that the UK has decided to leave the EU and the growing sense of urgency and increased impact that our proposal will have in a post Brexit world. I sincerely hope we can avoid further delays and do not squander the next 3 months. Other UK countries will be ahead of us if we do.

Some key facts about the GlobalWelsh initiative

- It is a grass roots, private sector driven initiative with its origins within the Welsh entrepreneur community back in 2012
- It has already had circa £200,000 of private sector investment
- It has significant pledges of support, both financial and non-financial, resident and non-resident businesses and individuals that are conditional on receiving the proposed Welsh Government (WG) Grant

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- We have no plan to seek additional WG grant funding in the future and will become financially independent within 2 years

Need for urgency and increased impact due to Brexit

The case for Wales to engage with its 3 million diaspora is well founded and encapsulated in the GlobalWelsh research report published in June 2015. The UK's recent decision to leave the EU significantly strengthens the business case and provides greater impetus and urgency for implementation of the GlobalWelsh plan. The race is now on to help Wales become a truly global player and win its share of business, be it exports, inward investment or entrepreneurial talent.

Specifically post Brexit provides:

- Opportunities for greater exports, due to the low £
- The need to place a greater emphasis on trading beyond the EU
- The need to overcome greater barriers to inward investment

- Greater challenges to attracting and retaining entrepreneurial talent

All of the above and more, are areas of economic development that GlobalWelsh can and is already making, a significant contribution to. I can share many examples with you.

We should also learn from, and capitalise on, Wales's recent stunning success at Euro2016. They clearly demonstrated how #TogetherStronger takes a team to another level. We want to achieve the same by leveraging our 3 million diaspora. #TogetherStronger supports the fact we are a borderless nation of 6 million not just the 3 million that live here in Wales.

Brexit will provide additional challenges and opportunities in the wider world where Wales has little or no experience, that's where our diaspora can help enormously. However, many other countries are significantly ahead of us in engaging with their diaspora, so we need to move faster and be smarter at execution. We have learnt from others' experiences and are now in a position to become the best at diaspora engagement.

I look forward to meeting up on Monday.

Kind regards

Walter

From: Walter May
Sent: 11 July 2016 15:29
To: Welsh Government
Subject: Re: Letter to Walter May - Global Welsh

Dear

I met with senior Welsh Government officials this morning, as suggested in the letter from the Minister for Economy and Infrastructure, to get a clear understanding of how we need to develop the GlobalWelsh proposal, drawing on greater support from the private sector. We are confident that we can achieve this well before September.

As requested, could we please confirm a date/time for me to meet with the Minister in September?

Kind regards

Walter
