

After more than 30 years in publishing, higher education, private-sector consulting and training, Lisa E. Boyes began her own business in 2006. She works with higher-education, health care, research and not-for-profit clients for institutional impact, capacity building, and bottom-line results, through:

- Proposal planning, project management/collaboration and full execution (research, writing, revision) of submissions to federal/provincial/community funding programs and the private sector;
- Review, evaluation, revision and editorial on existing draft submissions or other research/academic projects (higher-education students, from undergraduate to postdoctoral; faculty members);
- Instruction in effective writing to support technical and academic submissions (e.g. international post-doctoral students);
- Research and development of journal articles (corporate management, decision-making, program reviews); and
- Research and development, online and print publications (web content, success stories, research enews, annual reports, White Papers)

Ms. Boyes has a strong track record, in collaboration with clients (average 70% success rate), in federal, provincial, regional, and private-sector funding requests.

Client Credentials. In Ontario Ms. Boyes works with such clients as McMaster University (Hamilton); University of Windsor; and Ontario Tech University (formerly University of Ontario Institute of Technology, Oshawa). **In Toronto:** York University. **In Québec:** McGill University (Montreal); L'École de technologie supérieure (ÉTS), Université du Québec (Montreal); and Polytechnique Montréal. **In Nova Scotia:** Nova Scotia Community College (Dartmouth); and Dalhousie University (Halifax). **In Alberta:** University of Calgary.

Federal Grant Submissions. Highlights of Ms. Boyes' success include: i) senior academics and staff have acknowledged her role in what has become a university Centre for Surgical Invention and Innovation (CSii), an NCE-CECR (Centre of Excellence for the Commercialization of Research); ii) her work with university investigators (aging and chronic disease), and in advanced cyber-physical manufacturing, and in precision immunotherapies) has been important and acknowledged in achieving major CFI-IF funding in successive grant rounds; iii) she has contributed substantively to major college applied research, operating funding in smart-grid technology development; and in ocean-mapping technologies (NSERC-IE; and IRCC and CFI-CIIF programs, respectively); iv) she has been central to the acquisition of a university NSERC Industrial Research Chair; v)

has contributed significantly as first writer to a successful NSERC-TAC (college sector) Letter of Intent and subsequent full submission for Atlantic Canada, to a subsequent successful CFI – College Fund submission in agricultural biotech, and to an ACOA-funded (Atlantic Canada Opportunities Agency) Digital Infrastructure Development project (college sector); vi) has contributed to a successful Genome Canada research program in enhanced breeding of the Eastern oyster (university, industry, and not-for-profit research agency); vii) has contributed to invitations to move to full-submission round of the highly competitive Tri-Agency NFRF-T; and has been acknowledged for her role in a successful Canada Excellence Research Chair (CERC) in precision immunotherapies.

Ms. Boyes consults with federal research networks and higher-education institutions (colleges and universities, variously, to date, in Ontario, Quebec, Nova Scotia, Alberta, and Manitoba) on submissions (Letters of Intent and full submissions, as appropriate) to a range of large or multi-million-dollar programs. These programs are funded by such agencies as: the Tri-agency New Frontiers Research Fund (NFRF), both the Transformation and Exploration programs; the Natural Sciences and Engineering Research Council: NSERC Discovery and IRC (universities); and TAC, IE, IRCC, ARTP (colleges); Environment and Climate Change Canada's (ECCC) Climate Action and Awareness Fund (college); CCSIF (College and Community Social Innovation Fund); Employment and Social Development Canada's Sectoral Initiatives Program; FedDev Ontario; the Canada Foundation for Innovation: CFI-IF (university) and CFI-CIIF (college); the Canadian Institutes of Health Research (CIHR Banting Postdoctoral Fellowships, and Project Grants); the Social Sciences and Humanities Research Council (SSHRC Insight, Insight Development, Engage Partnership); the Canada Research Chairs (CRCs); Genome Canada's Genomic Applications Partnership Program (GAPP) and Genome Canada/Agriculture and Agri-Food Canada Large-Scale Research Project (LSARP); the National Centres of Excellence (NCE); the Canada First Research Excellence Fund (CFREF); the Canada Excellence Research Chairs (CERC); and the Canada 150 Research Chairs program.

Provincial/Regional/Foundation Grant Submissions. Ms. Boyes has also advised clients and implemented requests to such programs as: the Ontario Research Fund (ORF-RE); the ORF-Large Infrastructure Fund (LIF); Ministry of Research and Innovation (MRI-IDF); Ontario Centres of Excellence – Health Technologies Fund; OntarioBuys – Ministry of Government and Consumer Services (MGCS); Ministry of Citizenship, Immigration and International Trade; Ministry of the Environment and Climate Change; Ministry of Health and Long Term Care/U of T (BRIDGES program); Ministry of Rural Affairs (Rural Economic Development Program); HealthForceOntario; the Ontario Human Capital and Research Innovation Fund; Ministry of Children and Youth Services; internal- institutional proposals and community-grant programs; and the Connaught Global Challenge Fund (University of Toronto); The MacArthur Foundation (Chicago, Illinois); and the Ministère de l'Économie et de l'Innovation (Quebec). **Highlights of outcomes** include planning and writing toward successful funding of a regional healthcare centre's patient-information technology services (OCE – HTF) and for this client's innovative procurement methods and procured technology solutions in surgical case costing (MGCS OntarioBuys).

Academic Services and Instruction. As an editor and coach, through her business Ms. Boyes has acted as editor for both English-language and ESL students in the further development of their own independently developed scholarly writing projects (University of Toronto), for publication or grant consideration. She has also worked extensively to support and advise York University researchers in submission development (Grant Instructor Clinics targeting NSERC, SSHRC and NFRF funding). Previously at the University of Toronto, through “lunch and learn” workshops or one-on-one consultations, she advised academic and advancement staff on clear, persuasive writing and addressing major funding proposals/projects to diverse audiences. She has also given workshops to Toronto hospital foundations on effective proposal development. As a senior editor in the publishing field, she has presented lectures throughout Canada and the U.S. on effective writing and targeting story ideas to publishers and literary agents. As a Master’s student, Ms. Boyes has led in-class discussions on topics in human development, curriculum, higher-education structure and policy; and on her own culminating project, the Nordic Welfare Model and Higher Education.

Major Private-Sector Proposals. Through targeted research and positioning, to date Ms. Boyes has guided and worked with clients to articulate \$600-million+ worth of vision, objectives and programs. At the University of Toronto (1995–2005), she was the lead writer/reviewer and collaborator with academic and administrative teams (proposal-development focus) on the successful \$1-billion campaign for the university’s cross-disciplinary research, physical infrastructure and student aid. In 2005-2006, she was the Interim Communications Director, Faculty of Applied Science and Engineering at UofT. Lead donors and the university’s then VP and Chief Advancement Officer cited her proposals for contributing, through donor engagement, to the campaign’s success.

Professional and Educational Background. Ms. Boyes holds a B.A. (Language and Literature, University of Ottawa); a Humber College Journalism Certificate; and a Master of Education (Developmental Psychology & Education), Ontario Institute for Studies in Education, University of Toronto (OISE/UT). Her previous staff roles included:

- Director of Communications (Interim), UofT Faculty of Applied Science and Engineering
- Senior Communications Specialist and Senior Writer, UofT
- Director of Communications, the LURA Environmental Group;
- Senior Communications Consultant, Ketchum Canada; and
- Senior and Acquisitions Editor, Harlequin (Torstar Corporation)