
The Roux Institute

An Economic Opportunity Engine in Disguise



Strengthening
University-Industry
Partnerships



The Roux Institute

Spurring Innovation; Building Talent; Driving Economic growth

Established in Spring 2020 **The Roux Institute was formed** w/\$100M funding from David and Barbara Roux, and matching \$ from the Harold Alfond Foundation to build expertise at the intersection of humans and machines and support Maine's workforce needs in fields such as experiential AI, computer and data sciences, digital engineering, bioinformatics, advanced life sciences and medicine.

With **Northeastern U as its founding partner** and a coalition of (ten) founding corporate partners, the organization offers certificates, MS, Ph.D. & postdoc courses.

The Institutes Mission is to bridge the workforce gap necessary to then draw in the high tech businesses to the local community and transform Portland (and the state) into a sprawling hub of Innovation. The Institute now **partners with Maine companies** to equip the workforce with essential tech skills and advance R&D. Together they aim to establish an innovation corridor stretching from Boston to Portland and beyond.

Dennis Fortner (moderator)

Experience

Role

Graduated from **NY Tech/NYU** Eng/MS in technology management

Technology Background

Hired in engineering / transition to BD / **WINGS Harris Corp**

Bus Development/Gov't

NewCo to focus on market development of core technologies **Griffon Corp**

Market Development

Transitioned upstream from tech development to acquiring IP **BTG Corp**

In-Licensing of IP

Role in IP & STA by major A&D Prime Contractor **Northrop Grumman**

Carrot/Stick Licensing

- Transitioned within **NGC MS** Sector to do deals with small businesses
- Transitioned to **NG Corp** to do Gift/Research Deals with Research Universities

Licensing/Contracting

Contracting with Academia

Joined former University Liaison in a Business Engagement role @ **CMU**

Bus Dev/Qualify/Contract



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Panelists



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John “Jack” Lesko is the director of **Engineering Research at the Roux Institute**, where he will focus on use-inspired research and discovery. **Lesko comes to the Institute from Virginia Tech**, where he was Emeritus Faculty in Mechanical Engineering and the Rolls-Royce Commonwealth Professor of Mechanical Engineering.

He also served as the **Associate Dean for Research and Graduate Studies** and as a **Special Assistant to the Vice President of Research**. Lesko has 30+ years of design and analytical experience as an engineer, with a background in polymer physics, mechanics, and interdisciplinary material system design and characterization.

He is also a **Co-PI for the NSF I-Corps** Mid-Atlantic Regional Node (DC I-Corps) and a National Instructor for training programs guiding technical professionals through the Lean Startup approach.

Dawn Ng is Director of partnership development at the Roux Institute. She plays an integral role in shaping and implementing the **strategic partnership vision of the Institute.** Dawn has spent most of her career with an **International focus on portfolio management** and high socioeconomic impact program development. Her experience includes both working in higher education and the private sector.

She has forged **dozens of partnerships** across disciplines and sectors **in nearly 20 countries.** Dawn spent years in the the Netherlands before moving back to her hometown of Portland, ME. Dawn has a **BA from Cornell** University and a MA from Erasmus University Rotterdam.



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Chris Saucier is the **Strategic Alliance Development Director for Cybersecurity and Secure Communications for the Roux Institute** at Northeastern University. Saucier is the central point of contact for the Roux Institute's efforts to **develop and advance innovation-focused research alliances for cybersecurity and communications.**

Before joining Northeastern, he served as a **strategy consultant with 'Big 5'** consulting firms **Accenture and Deloitte** before joining Portland's Beacon Group where he led the company's Aerospace, Defense and Government consulting practice. Saucier is also a **20+ year Air Force Veteran** and continues to serve as a Lieutenant Colonel in the Air Force Reserves.

He holds an **MBA from the University of Massachusetts**, and a Bachelor's in Human Resources and Organizational Behavior from the University of North Texas.

Roux Institute Timeline

2018 Concept Inception/Academic Partnership Search

Begins
LEARNING PARTNERSHIPS
ENTREPRENEURSHIP RESEARCH

N RESEARCH EXPERIENTIAL LEARNING/CO-OP
GLOBAL UNIVERSITY



2020

2021

57 Partners
226 Students

2022

106 Partners
450 Students

January Roux Donation 10 Founding Partners	September 65 Students First Cohort!	January 27 Co-Ops from Boston to Maine 1st Research Dir. Hire Exp. AI Inst. Founded Faculty Hiring for CPS	July 1 st Graduate Certificates Awarded Summer 3 Research Directors Hired	February Labs Open June 44 Students Graduate
July Maine Accreditation First Faculty Hired	October Alfond Foundation Gift Campus Move to WEX		September – December First Techstars Cohort	
March COVID-19 Lockdown		January Vaccines Begin	July No Masks!	September Masks are Back!
			November Boosters	March No Masks

The Roux Institute:

Spurring Innovation; Building Talent; Driving Economic growth

- **Research Areas to target use-inspired Research & Discovery**
- **Strategy and Vision to advance Innovation-focused Research Alliances**
- **Creating a Partnership-Driven Environment for Talent & Innovation**



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The Big Question?



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MAINE

3186 B L



AUG
247644

Vacationland

MAINE
96
1006106

Our impact



Creating a large, sophisticated
tech **TALENT PIPELINE**

Inception to Date

1.2k
Learners

FY23

1.7k
Learners

FY26

4k
Learners



Leading and innovating
through **RESEARCH**

\$8.9M

Research awards

\$8.5M

Research revenue

\$18.5M

Research revenue



Accelerating the creation of
high-growth **NEW VENTURES**

21

Startups

35

Startups

70

Startups



Integrating **PARTNERSHIPS** through
everything we do

106

Total partners

10

Anchor partners

20

Anchor partners



Working with **DIVERSE PEOPLE** in
Maine

100

Team members

135

Team members

200

Team members



Imagining the future

Preliminary renderings are conceptual only