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## **2022 Women in Commercial Real Estate: Mary O'Donnell, No Fossil Fuel, LLC**

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Mary O'Donnell  
Chief Executive Officer

What advice would you offer to women getting into the CRE industry?

Do not take “no” for an answer. You may have to rethink or do something differently, but look for a way to find a solution to the challenge. If you get discouraged, remove yourself from the situation so that you see what a big world is out there. Take a vacation (even a cheap one). Keep your heart, your mind and your eyes open for the opportunities that are out there.

In the past year, what project, transaction or accomplishment are you most proud of?

I am proud of my work in renewable energy which has been enhanced by new technology. I am working in collaboration with several inventors currently on projects that will be tremendously energy-efficient and business-friendly. One is the EER or “Green Machine,” which runs 24/7 without sun or without the grid. It is an earth shattering change in the marketplace. Another is an attachment to a steam boiler which will change commercial real estate by providing savings up to 80% of heating and air conditioning costs.

Who is a woman leader you find to be inspiring and why?

Former Massachusetts state senate president Therese Murray, the first female to serve as president of the Massachusetts state senate, is a great role model for me. From her work in the private sector through her public life she has an impressive list of accomplishments, including her advocacy for mental health parity and children’s health, and the life sciences bill that invested over \$100 million to transform Massachusetts into a leading bio-life science center. She is a “big picture” person who always put the needs of those she serves ahead of her own.