



MANSUR ABDUL-MALIK: EMERGING LEADER

Since joining NHPF's staff in 2012, Mansur quickly grew from associate to an officer of the company and project lead of several complex transactions.

In 2020 he managed the development and rehabilitation of 94 scattered site single family homes for extremely low-income families in Baltimore in a development known as Hollander Ridge. He was a key member of NHPF's team selected by the City of Baltimore to develop 17 acres of land in the Park Heights community of Baltimore City. In previous years, Mr. Abdul-Malik co-managed the renovation of Parkchester Apartments (93 units) and Benning Heights (148 units), both of which are garden style properties located in

Southeast Washington, DC. In total, Mr. Abdul-Malik has successfully developed 427 units in three projects as the lead or co-lead developer. More than 300 families, ranging from extremely low-income to low-income, now have roofs over their heads thanks to Mansur's hard work.

Mansur doesn't just develop and renovate apartment buildings but also helps to build communities. He becomes involved in the neighborhoods and works directly with the tenant associations at the properties to understand issues at a deeper level. For example, NHPF purchased two apartment complexes in southeast DC with the hope that families could move between complexes while their homes were being renovated. A simple concept turned chaotic when it was learned that the two properties were in areas with rival gangs. Mansur took the time to speak with the residents, public officials, the local police district and other neighborhood stakeholders to have a deeper understanding of the issue and craft a relocation plan that kept residents from both properties safe. His solution was to identify which residents could be moved to the second property and which ones would be best to relocate to other vacant units within the property that was being renovated. Also, partnering with NHPF's resident services affiliate, Operation Pathways, he worked to maintain several resident services programs on site such as providing groceries to the neediest residents, after-school programs for kids and job preparedness programs for adults.

In an industry that notoriously resists change and creativity, Mansur is a true innovator and problem-solver. For example, after successfully installing solar panels on the roofs of Parkchester Apartments in southeast DC, he began exploring ways to apply the theories to NHPF's mid-Atlantic portfolio. Working with a team of engineers and attorneys, Mr. Abdul-Malik created a subsidiary that would lease roof tops from NHPF properties, finance the installation of solar panels on them, and split the power generated and benefits between our residents and organization.

Mansur has become a mentor to others within NHPF, particularly to other young people of color. Last year he volunteered to be a member of NHPF's Race and Social Injustice Task Force and played an active role on the External Committee where he encouraged NHPF to use its partnerships and business relationships to promote racial equity.

Mansur provides project advice and simple words of encouragement to those in the office and in the communities where he lives and works. In his hometown of Baltimore and parts of DC, Mansur works through ULI's Urban Plan program teaching basic concepts of real estate development to area high school and college students. Mansur also arranged and participated in a "career day" at Parkchester, whereby the company that was coordinating the solar installation invited residents and others from around the city to actively participate in the installation, which helped them gain valuable life skills.

Prior to joining NHPF's staff in 2012, Mansur received his Master of Science in Commercial Real Estate Development from the University of Maryland. He is a member of the Montgomery County Planning Department's Art Review Committee and coaches youth bowling at the AMC Lanes in Glen Burnie, MD and youth basketball in Old Court, MD.

In 2019, NHPF recognized Mansur's significant contributions to the organization and made him a Vice President and officer of the organization.

Below is a summary of Mansur's work on behalf of NHPF:

- **Helped increase NHPF portfolio by 1,800 units**
- **Managed key portions of RAD, TOPA and Solar transactions**
- **Expanded NHPFs reach into scattered site and neighborhood redevelopment**
- **Oversaw \$200 million in development**