



Driven by the philosophy "where you live matters," the [NHP Foundation](#) has created 62 multifamily properties with approximately 12,000 affordable apartments. Operating its charitable mission with businesslike financial discipline, the organization has a portfolio of more than 6,000 units in 12 states and the District of Columbia. In addition to preserving and creating communities, NHPF also provides a robust array of place-based learning and services for its residents, such as after school education, summer camps, health & wellness and financial literacy programs.

One of the shining stars at NHPF is Mansur Abdul-Malik, its Financial Analyst of two years. With a bachelor's in Business Management from the University of Baltimore and a Master's in Real Estate Development from the University of Maryland, Mansur is a strong believer in occupational development. He recently passed the Project Management Professional exam and the Housing Finance exam to earn both his PMP and HDFP certifications.

"The one piece of advice I wish I had gotten sooner was expand your skill set as much as possible within the industry you are working in so you can become more effective at your job," Mansur shares. "I'm a big proponent of always adding more 'tools to the tool belt' in order to gain greater insight, provide comprehensive solutions and foresee opportunities and obstacles within a project. This gives me the ability to do my job smarter and make things simpler for the entire team. Real estate development is more than just numbers. If you understand your organization's needs, the needs of stakeholders, the constraints within a project, timing, opportunities and risk and how to balance all these things, you will increase your odds of success."

At NHPF, he's had the opportunity to put both his professional experience and education to work. He has spearheaded a number of initiatives, such as closing recent acquisitions, conversions to permanent loans, creating and managing development and construction schedules, creating HUD packages for assignment of HAP contracts and more!

Mansur believes the biggest challenge facing our industry is the shrinking amount of capital available to develop affordable housing communities. NHPF is addressing this issue by consistently looking at creative ways to finance projects. They've either explored or used a number of strategies to raise capital including selling solar tax credits to investors in order to raise equity; using the 45L tax credit as well as energy efficiency/green building loans, grants and tax credit programs; and the list goes on.

Mansur's participation in HAND has supported NHPF by providing a network of industry professionals from every sector of affordable housing. Each person Mansur has come into contact with has shared valuable insight that has helped to enhance the positive impact of a project for all of NHPF's

stakeholders involved. Additionally, the HAND member events have also given him the opportunity to learn about current issues affecting the industry as well as provide a venue for hearing how his peers are considering tackling pending obstacles.

His final piece of advice?

"A shorter learning curve ultimately leads to a better product and a healthier bottom line...and the better you plan, the better you execute and the easier it will be to do your job successfully."

HAND is pleased to spotlight Mansur Abdul-Malik, an emerging leader who certainly contributes to our organization's COLLABORATION, INNOVATION and TRANSFORMATION within the metropolitan area!

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