

Mansur Abdul-Malik

Nominee for Appointment as Baltimore City Inclusionary Housing Board Member



Brandon M. Scott
Mayor
City Hall
Room 250
Baltimore, MD 21202

MAYOR'S REQUEST TO CITY COUNCIL FOR CONFIRMATION OF MUNICIPAL OFFICER

Pursuant to Article IV, §§6(a) and (b) of the Baltimore City Charter 1996 Edition, Mayor Brandon M. Scott hereby requests the City Council of Baltimore City to confirm the appointment of **Mansur Abdul-Malik** to serve as a municipal officer on the **Baltimore City Inclusionary Housing Board**. In support of this request, information concerning the mayoral appointee is provided below and in the attached resume.

The information set forth in both the document and the attached resume have been distributed to authorized persons for use in the City Council confirmation process.

Name: **Mansur Abdul-Malik**

Appointed to: **Baltimore City Inclusionary Housing Board**

Succeeds: **N/A**

Term Expiration Date: **December 4, 2024**

Previous Terms Served (if none, write N/A): **N/A**

Party Affiliation: **Unaffiliated**

Specific Board Requirements: **"...1 Must have experience in housing, community development, planning, social services, or public health..."**

Council District: **8**

Current Occupation: **Senior Vice President of Development**

Current Employer: **The NHP Foundation**

Employer's Address: **1090 Vermont Avenue, Suite 400, Washington D.C., 20005**

Other Relevant Employment: **Vice President, The NHP Foundation**

Undergraduate Institution: **University of Baltimore – Bachelor of Science in Business Management**

Graduate Institution: **University of Maryland College Park – Master of Science in Real Estate Development**

Civic and Professional Affiliations: **N/A**

Signature: 

Distribution:

Honorable Isaac "Yitzy" Schleifer, Chair
Natawna Austin, Executive Secretary to the City Council
Richard Krummerich, Office of Council Services
Nina Themelis, Director, Mayor's Office of Government Relations
Ty'lor Schnella, Mayor's Office of Government Relations



BRANDON M. SCOTT
Mayor
100 Holliday Street, Suite 250
Baltimore, MD 21202

June 18, 2024

Mansur Abdul-Malik
420 Nottingham Road
Baltimore, MD 21229

Dear Mr. Abdul-Malik:

Please accept this letter as formal notice that I have nominated you to serve as a member of the Baltimore City Inclusionary Housing Board.

You will be contacted by the Office of City Council President Nick J. Mosby with notification of the date and time at which you are to appear before the City Council for your confirmation hearing.

Please direct all inquiries concerning this process to Nina Themelis, Director of Government Relations for my office. She can be reached via telephone at 443-401-7044, or email nina.themelis@baltimorecity.gov.

Your service as a member of the Baltimore City Inclusionary Housing Board has my full confidence and support. Thank you for your commitment and dedication to the City of Baltimore.

In Service,

Brandon M. Scott
Mayor
City of Baltimore

cc: Nina Themelis, Director, Mayor's Office of Government Relations
The Honorable Nick Mosby, City Council President
The Honorable Isaac "Yitzy" Schleifer, Chair, Rules and Oversight Committee

MANSUR ABDUL-MALIK

Abdulmalik.mansur@gmail.com – (443) 278-5334 – 420 Nottingham Road, Baltimore, MD 21229



Mansur Abdul-Malik is a commercial real estate professional with a concentration in affordable multifamily housing. He has a Master of Science in commercial real estate development from the University of Maryland at College Park and has numerous professional certifications that aid in his work to create and preserve affordable housing. He has twelve (12) years of professional experience working for one of the nation's largest non-profit affordable housing developers. In his role as a senior executive, his responsibilities entail the full scope of creating and preserving affordable housing, including acquisition and deal sourcing, assessing financial viability of potential projects, developing capital and operating budgets, deal structuring, raising public and private debt and equity including using the low-income housing tax credit and tax-exempt bonds, and helps manage the financial auditing and cost certification process. He is also well versed in financing renewable energy developments, state managed affordable housing grant/loan and tax exemption programs, and HUD sponsored programs to expand affordable housing (e.g., Rental Assistance Demonstration program).

Aside from his professional experience, Mansur donates some of his free time as a mentor to high school students through the Urban Land Institute and is an adjunct professor at the University of Maryland at College Park's Colvin Institute of Real Estate Development. Furthermore, he sits on the Montgomery County Planning Department's Art Review Committee, Baltimore City's Police Accountability Board, he is a board member of the Casey Trees Foundation, and is part of the SAHF developer peer-group and Racial and Social Justice Taskforce. Lastly, he is a volunteer youth football coach for the Pikesville Wildcats in Pikesville, MD.

Awards and Recognition

- 2021 Affordable Housing Finance Magazine Young Leader Awardee
- 2021 Multi-Housing News Excellence Award Rising Star Awardee (Awarded Gold)
- 2021 Housing Association of Nonprofit Developers Emerging Leader Awardee
- Lead contributor to winning 2021 Telly Award in the Non-Broadcast Category for Diversity & Inclusion (Won Gold) for "Yes In My Backyard" video on the history of redlining in Baltimore City, MD
- Lead contributor to winning 2021 Telly Award in the Non-Broadcast Category for Social Impact (Won Silver) for "Yes In My Backyard"
- Development manager for Hollander Ridge Townhomes which won 2021 Best Transaction by Multi-Housing News
- Development manager for Hollander Ridge Townhomes which won 2021 Innovative Transaction Award by the Maryland Affordable Housing Coalition

Record of Success as employee with The NHP Foundation

- Lead or assisted on purchase of twelve (12) affordable multifamily projects along the eastern seaboard
- Lead or assisted on the over \$200 million in redevelopment activity
- Developed three (3) megawatts of solar energy in Washington DC
- Awarded Emerging Leader of the Year (2020) by the Housing Association of Nonprofit Developers (HAND)
- Awarded Young Leader Award (2021) by Affordable Housing Finance Magazine
- Established internship partnership with University of Maryland, College Park Colvin Institute of Real Estate Development
- Alumni of the Month (July 2021) as highlighted in the Colvin Institute of Real Estate Development paper

Record of Success as owner of Promises Kept, a Development Corporation

- Successfully purchased both single-family and multifamily properties in Baltimore City, and preserved them for families earning 60% of median income and below
- Successfully completed a \$400,000 redevelopment of a multifamily project in the Charles Village neighborhood of Baltimore City
- Partnered with a local community development corporation to redevelop a block of derelict properties near Johns Hopkins hospital that became home ownership opportunities for income eligible employees of the hospital

Experience

THE NHP FOUNDATION

2022 – Present

Senior Vice President

- Lead neighborhood redevelopment activities in the Park Heights neighborhood of Baltimore City, MD
- Lead acquisition initiatives in Maryland, Virginia, Missouri, North Carolina, and South Carolina
- Manage a team of analysts and project managers that are leading the redevelopment of 300+ rental units

- Manage NHPF/University of Maryland summer internship program
- Member of NHPF Strategic Planning Committee
- Member of NHPF Diversity, Equity, and Inclusion Committee

2018 – 2022

Vice President

- Structure financing and create redevelopment strategies for multifamily housing properties that are regulated under various Federal and state affordable housing programs
- Assist in evaluation of equity fund opportunities
- Manage consultants to perform due diligence and rental market analysis, including environmental, structural, and zoning reports, and review all reports for accuracy and completeness
- Drive the design process to be consistent with redevelopment strategy, negotiate financing and regulatory documents with lenders and investors, effectuate settlement of the redevelopment transactions, coordinate the rehabilitation work, and complete the tax credit equity process
- Engage with all project stakeholders, especially tenant groups, and helps maintain the budget along with the Project Manager
- Assist with the feasibility assessment and review of due diligence materials for new acquisitions and potential RFP response

2016 – 2018

Assistant Project Manager

- Participate in the entire development process for multi-family affordable housing properties
- Produce financial modeling, market analysis, cash flow analysis review, and due-diligence activities
- During the development process, manage risk, cost management plans and the development schedule, while providing input and influence on the development strategy
- Engage with all project stakeholders, especially tenant groups, and helps maintain the budget along with the Project Manager

2012 – 2016

Financial Analyst

- Produce financial modeling, market analysis, cash flow analysis review, and due-diligence activities
- Document and record project risks, project costs and monitor the development schedule, while providing input to the assistant project manager

LOVE REGARDLESS INCORPORATED [501(C)(3) Nonprofit]

2021 – Present

President/Founder

- Created organization with vision of furthering affordable housing via unconventional means and methods
- Acquiring a scattered site portfolio of naturally occurring affordable housing in Gaithersburg, MD with the mission of maintaining the property as affordable housing
- Lead efforts to identify, underwrite, acquire, and own affordable housing in Maryland

PROMISES KEPT, A DEVELOPMENT CORPORATION

2012 – 2021

Owner

- Identify properties for potential acquisition
- Create positioning strategy which includes redevelopment to increase value of the asset over the long and short term
- Create *pro forma* models that structure financing for acquisition and redevelopment
- Identify and apply for alternative financing opportunities including façade grants, small business loans, and tax abatements
- Work with partners to hire contractors, lease units, and sell properties when necessary
- Notable projects include redevelopment of a small historic apartment building near Johns Hopkins University, redevelopment of derelict block of houses near Johns Hopkins Hospital, and acquisition of multiple single-family homes that house low-to-moderate income families

Education

- Master of Science in Real Estate Development; University of Maryland; College Park, MD

- Bachelor of Science in Business Management; University of Baltimore; Baltimore, MD
- Certified Project Management Professional by the Project Management Institute
- Certified Housing Development Finance Professional by the National Development Council
- Chartered Alternative Investments Analyst candidate

Notable Deal Synopsis

Name	Location	# of Units	Structure	Type	Notable
Roundtree Residences	Washington, DC	91	4% LIHTC/Bonds	New Construction	Church partner
Parkchester Apartments	Washington, DC	94	4% LIHTC/Bonds	Rehabilitation	TOPA partner
Benning Heights Apartments	Washington, DC	148	4% LIHTC/Bonds	Rehabilitation	TOPA partner
Anacostia Gardens Apartments	Washington, DC	99	4% LIHTC/Bonds	Rehabilitation	TOPA partner
Takoma Place Apartments	Washington, DC	100	4% LIHTC/Bonds	Rehabilitation	TOPA partner
Woodmont Crossing Apartments	Washington, DC	172	4% LIHTC/Bonds	Rehabilitation	TOPA partner
Columbia Heights Village Apartments	Washington, DC	406	Agency Debt/Equity	Acquisition	TOPA partner
Ridgecrest Apartments	Washington, DC	272	4% LIHTC/Bonds	Rehabilitation	TOPA partner
Hollander Ridge	Baltimore, MD	94	4% LIHTC/Bonds	Rehabilitation	Scattered site - HABC partner (RAD)
Dukeland/Shiple Hills/Laurens & Carey House	Baltimore, MD	112	4% LIHTC/Bonds	Rehabilitation	Scattered site - HABC partner (RAD)
Park Heights	Baltimore, MD	210	4% LIHTC/Bonds	New Construction	Neighborhood redevelopment
Victoria Gardens Apartments	Spartanburg, SC	80	9% LIHTC/Conv. Debt	Rehabilitation	Housing Authority partner
Cardinal Ridge Apartments	Kansas City, MO	160	4% LIHTC/Bonds	Rehabilitation	Housing Authority partner
The Pines at Pineville	Charlotte, NC	200	4% LIHTC/Bonds	Rehabilitation	Re-syndication
Pensacola Florida Portfolio	Pensacola, FL	150	4% LIHTC/Bonds	New Construction	Housing Authority partner