



Charles Dyson <cdyson@irvingtonva.gov>

Fwd: From Justin w/Town of Irvington

Justin Nelson <jnelson@irvingtonva.gov>
To: Charles Dyson <cdyson@irvingtonva.gov>

Thu, Aug 27, 2026 at 12:54 PM

----- Forwarded message -----

From: **Gary** <glh8904@gmail.com>
Date: Thu, Aug 27, 2026 at 12:53 PM
Subject: Re: From Justin w/Town of Irvington
To: Justin Nelson <jnelson@irvingtonva.gov>

Justin,

I am a Richmond native and have been a resident of Irvington since 2013. In 1983, I joined the commercial real estate firm of Morton G Thalhimier, in Richmond, serving commercial property owners in leasing and sales transaction. While there I served as the manager, representing our firm in the global real estate services organizations in which we were a part; Oncor International, Insignia Group, and eventually Cushman & Wakefield. I retired in 2016 as Senior Vice President of Cushman & Wakefield/Thalhimier, as well as a Director and Principal, and also as Managing Principal of the Healthcare Sector of Cushman & Wakefield, headquartered in New York City.

My focus was primarily in the corporate services sector; assisting clients ranging from local businesses to global companies such as Microsoft, Fort James Corp (now Georgia Pacific), Robertshaw Controls (London based Invesys). In the health care arena, I handled all of Bon Secours Healthcare System's real estate (based in Marriottsville, MD) throughout the country and also worked with Catholic Healthcare East, based in Philadelphia

Much of my responsibility was in assisting companies considering the acquisition or development of property for new locations, which often included re-zoning challenges. As I worked primarily throughout North America, Europe and the Pacific Rim, I was faced with unique laws, regulations, restrictions, etc., when it came to zoning requirements. In each and every case, my goal was to work toward a solution that met the needs and goals of all affected parties. Whereas local zoning code typically drives the process, re-zoning cases are not always "black & white" decisions. However, I firmly believe in code compliance and willing to hear arguments in support of re-zoning cases and applications for conditional use permits, if needed.

Prior to my role at C&W/Thalhimier, I worked in the litigation section of a major law firm where I was part of a team representing a major utility company involved in what was then the largest civil lawsuit in history. Although not a matter related to zoning, I gained valuable experience in legal interpretation through the discovery process.

When I served on the Irvington Planning Commission, I found it interesting, if not somewhat unique, to learn that any and all commercial occupancy permits required a conditional use permit. However, there did not seem to be much interest on the part of the Town to get overly involved and most, if not all, appeared to be approved via "rubber stamp." I am delighted to see the Town has a working group established to address zoning issues and welcome the opportunity to be considered for a position on the Board of Zoning Appeals.

With kind regards,

Gary Hooper
804.314.7205
Sent from my iPad

> On Aug 27, 2026, at 10:38 AM, Justin Nelson <jnelson@irvingtonva.gov> wrote:

>

>

> Good Morning

> Thank you for considering joining the Board of Zoning Appeals. If interested, please respond to this email with an affirmation of your interest and a brief outline of your skill sets

>

> --
> Justin Nelson
> Town of Irvington
> 804-438-6230

--
Justin Nelson
Town of Irvington
804-438-6230