

## The Jackson Municipal Airport Authority Announces New Chief Executive Officer



Paul Brown

JACKSON, MS – The Jackson Municipal Airport Authority (JMAA) has named Paul Brown as Chief Executive Officer. Delivering more than 25 years of experience in non-aeronautical revenue generation, specifically in airport concessions development and management, Mr. Brown is regarded as one of the industry’s leaders in analysis, forecasting and trending.

Prior to joining JMAA, Mr. Brown was the Assistant General Manager for Commercial Development at Hartsfield-Jackson Atlanta International Airport, where he oversaw the division responsible for properties and airline affairs, concessions, parking, advertising, external real estate development, air service development and innovation.

Mr. Brown also served as Director of Concessions in ATL where he led the design, evaluation and selection process for the world’s largest single airport concessions’ request for proposal (RFP). This RFP featured 152 pre-existing and new spaces for retail as well as food and beverage in the atrium and on all seven concourses throughout the airport.

As a consultant, Mr. Brown collaborated with airport master developers, concessionaires, institutional and global investors, development companies and research firms to optimize commercial programs, evaluate individual concepts, and conduct competitive analyses for single-unit spaces as well as airport concessions master plans.

Mr. Brown’s industry experience dates to 1994 and includes positions held at Seattle–Tacoma (SEA), Chicago O’Hare (ORD) and Washington Reagan National (DCA) airports. As an executive for various private operators, Mr. Brown also ran successful retail concessions at Hartsfield-Jackson (ATL), Louis Armstrong New Orleans (MSY), Los Angeles (LAX), Denver (DEN), Houston Bush Intercontinental (IAH), Greenville-Spartanburg (GSP), Birmingham–Shuttlesworth (BHM), and Jacksonville (JAX) airports, as well as other smaller airports and metropolitan hotels.

Mr. Brown holds a bachelor’s degree in Economics, a bachelor’s degree in Business Administration and a master’s degree in Business Administration from Florida A&M University.

This national search was conducted by ADK Consulting & Executive Search, a retained executive search firm.

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