

ECKSTUT CONSULTING

SMALL BUSINESS AND RESTAURANT CONSULTANTS

45B Ferdon Ave, Sparkill, NY 10976

www.eckstutconsulting.com

C-267.474.8101

harris@eckstutconsulting.com

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March, 2004 – present

Restaurant Consulting, Mentoring, Development, Real Estate/Business Broker

- Real Estate and Restaurant business sales and acquisitions
- Business planning and operations/costs analysis
- Financing services
- Budget development and implementation
- Restaurateur and Investors Coaching and. Relations
- Turnarounds for owner/operators, investors, and lenders
- Requests For Proposals (RFP), Requests for Qualifications (RFQ)
- Analytical review for investors and/or lenders
- Suburban and Urban Main Street commercial districts analysis and development

CLIENTS - RESTAURANT AWARD WINNERS:

- Vernick Food & Drink, www.vernickphilly.com 2031 Walnut St., Phila, PA
- Cicala's at the Divine Lorraine, www.cicalarestaurant.com 699 N Broad St, Phila, PA
- Bunbury's Coffee. <https://www.bunburyscoffeeshop.com/> 460 Piermont Ave, Piermont, NY
- Post Haste, <https://www.posthastephilly.com/> 2519 Frankford Ave, Phila, PA
- Confetti Ristorante, <https://confettiofpiermont.com> Piermont, NY
- Green Line Cafes, <http://greenlinecafe.com/> Philadelphia, PA
- Good Karma Cafes, <http://www.thegoodkarmacafe.com/> Philadelphia, PA
- Smokin Sone's Grill , <https://www.smokinsone.com>, Philadelphia, PA
- Sunflower Café, <http://www.shortyssunflowercafe.com/> Pottstown, PA
- Silverspoon, www.silverspoonwayne.com, Wayne, PA
- Kitchen Consigliere, <http://kitconcafe.com/> Collingswood, NJ
- T&N/Jeet <http://www.cafejeet.com/> Philadelphia, PA
- Bart's Bagels <http://www.bartsbagels.com/> Philadelphia, PA
- Philly Farm Truck, <http://www.farmtruckphilly.com/> Philadelphia, PA
- Battleship NJ <http://www.battleshipnewjersey.org/> Camden Waterfront, NJ
- Mac's Tavern, <http://macstavern.com/> Philadelphia, PA
- James Restaurant, <http://jamesphiladelphia.com>. Philadelphia, PA
- Sang Kee Noodle House, sangkeennoodlehouse.com/ Phila/Ardmore,Cherry Hill,
- Rose Petals, www.rosepetalscafe.com, Mt Airy, Philadelphia
- Rustica, www.rusticaphilly.com/ Northern Liberties, Philadelphia, PA
- The Cow & The Curd, <http://www.thecowandthecurd.com/> Phila, PA
- 320 Market Café, <http://the320marketcafe.com/> Media, PA, Swarthmore, PA
- Switchback Pizza, <http://www.switchbackpizza.com/> Emmaus, PA
- Zachary's BBQ, Norristown, PA <http://www.zacharysbbq.com/>
- Macaro's, <http://www.macaros.com/> Pennsauken, NJ
- Winnie's Le Bus, <http://www.lebusmanayunk.com/index.htm/> Manayunk, Phila.
- Redz at the Mt Laurel Hilton <http://redzrestaurant.com/> Mt Laurel, NJ
- The Pop Shop, <http://www.thepopshopusa.com/> Medford, NJ, Collingswood, NJ
- Ribs R Us. <https://ribsrusphilly.com/7027>, Philadelphia, PA
- Kite & Key Cafeteria – PECO building, <http://www.djcasmirrifoodservice.com/>, Phila.
- The Gas Works, PGW building, <http://www.djcasmirrifoodservice.com/> Philadelphia

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URBAN AND SUBURBAN MAIN STREET DEVELOPMENT:

- Bay Village, www.bayvillagelbi.com; Beach Haven, NJ
- EB Real Estate Developers - Divine Lorraine, 699 N Broad St, Philadelphia, PA
- The 504 Company <http://www.the504company.com/> New York, NY
- Southeast Economic Development Corp of PA <http://www.seedcopa.com/>
- Cooper's Ferry Partnership, <http://coopersferry.com/> Camden NJ
- The Merchants Fund, <http://www.merchantsfund.org/> Philadelphia, PA
- U.S. Attorney – Southeastern Pennsylvania District– expert witness
- Wexford Equities, Baltimore, MD www.wexfordequities.com
- Allegheny West Foundation, Philadelphia, PA <http://www.awest.org/>
- Frankford Avenue Community Development Corporation, Philadelphia
- Wilmington Economic Development Corporation, Wilmington, DE
- BAF Developers, Germantown Ave, Mt. Airy, Philadelphia, PA
- Hallkeen Property Management, Norwood, MA www.hallkeen.com
- Capitol Broadcasting, American Tobacco, Durham, NC www.cbc-raleigh.com/
- Struever Bros, Eccles & Rouse, Baltimore, MD; Durham, NC; Providence, RI
- RLC III Developers, Rosemont, PA
- Broad St. Preservationists, Quakertown, PA
- PEC-CDC, www.pec-cares.org/ Philadelphia, PA
- EE&K Architects, New York, Washington, D.C., L.A. www.eekarchitects.com
- Philadelphia Commerce Department, Philadelphia, PA

COPPER HILL REAL ESTATE - Commercial Real Estate sales and leasing

1819 John F Kennedy Blvd. Suite 465, Phila, PA 19103.

December 2019 – August 2024

PLUMER & ASSOCIATES - Commercial Real Estate sales and leasing

226 South Street, Philadelphia, PA

September, 2001 – December, 2019

MONTERRAT AMERICAN BISTRO - Owner/Operator

623 South Street, Philadelphia, PA 19147

October, 1980 – May, 2001

Harris and his wife Montserrat "Monti" McDonald took over the bankrupt Maxwell's Prime and transformed it into a thriving business, MontSerrat, on South Street in Philadelphia. At the time, the area was mostly deserted, but their success helped catalyze development in the surrounding blocks, eventually attracting a mix of chain stores and independent businesses. By 1984, their success allowed them to purchase the property at 623-25 South Street and 624 Rodman Street.

As a hands-on owner/operator Harris was responsible for overseeing all aspects of the operation and management of the business and building.

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SOUTH STREET/HEADHOUSE BUSINESS IMPROVEMENT DISTRICT

Founding Chairman/Zoning Chairman

1989-2001

In 1989, Harris was asked by fellow business owners to help form a business improvement district (BID) for the South Street/Headhouse area in Philadelphia. As the Founding Chair and Zoning Committee Chair from 1990 to 2001, he achieved several key milestones, including:

- Establishing and maintaining the district for over 25 years.
- Creating a successful committee structure for small business BIDs, now used as a model nationwide.
- Co-writing one of Philadelphia's first zoning overlays, later included in the city's 2012 zoning code.
- Negotiating a lease for The Headhouse, the oldest outdoor market in the U.S.
- Forming a zoning committee with neighboring communities.
- Negotiating summer youth employment programs for street cleaning.
- Managing a \$300,000 annual budget and overseeing marketing plans for the district.
- Developing a prototype 24/7 Philadelphia police "mini-station," one of the first in the country.

BRICK PLAYHOUSE - Co-Founder/President

623 South Street, Philadelphia, PA 19147

1993-2001

The Brick Playhouse, a 501(c)(3) non-profit theater located above MontSerrat, was dedicated to developing new plays by local playwrights. It operated year-round with readings and performances happening seven days a week, fostering a creative arts community by providing a vital performance space. The Brick received several cultural grants and had members who won prestigious awards, including the Barrymore Award and the Otto Haas Award. Some of its members also went on to establish the Philadelphia Fringe Arts Festivals, further contributing to the city's cultural landscape.

BAY VILLAGE/THE MOORING RESTAURANT - Consultant, General MGR

Bay Village, 9th & Bay Aves, Beach Haven, NJ 08008

April 1- October 15, 2001

Harris was hired to restore the reputation of The Mooring Restaurant after it returned to its original owner, John Maschal, who also owned the Bay Village retail complex. Additionally, he created and managed operations for a new restaurant concept, Margarita's Mexican Seashore Cantina. The restaurant saw significant success, grossing \$1 million between May 25 and September 9, 2001, serving up to 2,000 customers daily during peak season.

THE WINDMILL BELGIAN WAFFLE SHOP - Owner

9th & Bay Aves, Beach Haven, NJ 08008

1977 – 1980

As part of the Bay Village shopping complex, Harris owned and managed the acclaimed Windmill Belgian Waffle Shop.

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BAY VILLAGE, THE GOURMET'S MOORING, THE TIDE - G.M

Bay Village, 9th & Bay Aves, Beach Haven, NJ 08008

1977 – 1980

Before owning MontSerrat, Harris was instrumental in developing what is now an iconic landmark at Long Beach Island (LBI) and one of the most successful shopping villages on the Jersey Shore. He served as the general manager of the Bay Village shopping and restaurant complex, overseeing its operations. In addition to managing Bay Village, Harris also managed the award-winning Gourmet's Mooring Restaurant and The Tide Night Club, contributing to their success during his tenure.

H. A. WINSTON'S of Philadelphia - Manager

Front & Chestnut Sts, 15th & Locust Sts., Philadelphia, PA

1971-1976

While attending graduate school and afterwards, he managed and then trained management for the then popular restaurant chain.

ADDITIONAL

Board of Directors, Co-Founder, Philadelphia Mobile Food Truck Association (PMFA)
Advisory Committee, Prudent Lenders, An SBA Certified Development Company bank.

Independent Director, Penn Capital Partners, www.penncp.com

“The Dollars & Sense of Owning a Restaurant”

The Restaurant School at Walnut Hill College - 2004-present

Montgomery Co Community College Culinary Arts Institute - 2014-2018

Lecturer/Presenter, Burlington County College – 2011 – 2013

Mentor for Restaurateurs, Community College of Philadelphia - 2021 - present

Advisory Board, Center for Culinary Enterprise – Philadelphia.

Speaker, Excellence in Government Fellows - the Partnership for Public Service, 2009

Chairperson, Fine Arts and Crafts Festival – Merchantville, NJ - 2007 - 2008

Speaker - urban retail and restaurant development: LISC Urban Forum II, 2003

Speaker - 2003 National Town Meeting on Main Street USA in Cincinnati, OH

Featured columnist – Pennsylvania Server Magazine and Philly Feast Magazine

Co-Founder, Legislative Chair – Greater Philadelphia Restaurant Association

Editorial Advisor Board – Pennsylvania Server Magazine

Zoning Committee Chair – South Street/Headhouse Business Improvement District

Treasurer – Camp Onas, “Friends Camp Association,” Ottsville, PA

Chair – Historic Task Force of the Philadelphia Yearly Meeting [Quakers]

Founding Board Member – “The Philadelphia Book and The Cook” annual event.

Board of Directors – Quaker Information Center, Philadelphia, PA

Executive Committee, Board of Directors – Philadelphia Convention and Visitors Bureau

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EDUCATION

Villanova University - Theater - Graduate School	1973-1975
University of North Carolina at Chapel Hill – History – Graduate School	1969-1970
Villanova University, Cum Laude, B.S. – History/Philosophy	1965-1969
Central High School, Philadelphia, PA, Barnwell Honors	1961-1965
Pennsylvania Real Estate Sales License	2002 – Present
New Jersey Real Estate Sales License	2002 – Present
Sommelier Certification, American Sommelier Association	1999

AWARDS

Philly Chef Conferences (Drexel University) - featured presenter, moderator
– January 2014, January 2015

Restaurant Business Magazine – featured – May 2014

Founding Chairman, South Street/Headhouse District - 1990

“South Street Hall of Fame” - 2001

PA Server Magazine, “Top 20 Pennsylvania Restaurateurs – 1998”

Pennsylvania Hospital Community Council Award - 1996

Commonwealth of Pennsylvania House of Representatives Citation - 1996

Commonwealth of Pennsylvania Senate Citation - 1996

South Street/Headhouse District honoree as retiring 1st Chair of the District - 1994

Co-Chair, William Penn 350th Birthday Anniversary Celebration - 1994

Millie Award – Villanova U. - Best New Play of the Year – 1980, *Say It Ain't So, Joe*