

## Watergate Sales Boss Stroked for Boston U.

How does a man get to be head of the sales and management of a \$65-million project such as the Watergate development in Foggy Bottom?

Harold A. Lewis, now president of the Riverview Realty Corp. started his real estate career 12 years ago with a \$2000 cash investment in a vacant lot in Connecticut.

Within two years, he had formed his own company and had built and sold some 200 houses in the \$13,000 to \$17,000 price range in New Britain. By 1962, after a series of New England home development successes, including Pilot's Point on Long Island Sound, Lewis was a vice president with Webb & Knapp in New York.

A year later he formed the Riverview Realty as exclusive sales and management agents for Watergate.

A slim 62 frame, topped with freckles and marble hair, bespeaks the Lewis athletic background. It included golf and the varsity crew at Boston University, where he studied business administration before going on to Harvard Business School. His ROTC training led to a Commission in the Air Force in 1941 and a military career that earned him three battle stars.

Lewis was discharged in 1946 and started his business career in the administrative end of the retail business in a department store in New Britain. "Seven years later we were enlarging the store and I had hired a fellow to knock the wall out," Lewis added. "He was a small speculative builder, but he was a good one, and we started talking over a cup of coffee.

"The next thing I knew I was looking at a piece of

ground, enough for eight building lots. I bought it for \$10,000 with \$2000 down and we built one house, then another, selling them as fast as they were built."

At 38 in 1958, Lewis became president of the G.E. Prentice Company, an oldline zipper manufacturing firm in Kensington, Conn. Within two years, he built the company from \$1.5 million in sales to \$2.5 million, including an international operation with licensed manufacturers in France, Spain, Italy and Norway.

But, as Lewis admits, real estate development had caught him. He resigned his presidency of the manufacturing firm to start on the development road that led him to Zeckendorf and eventually to Watergate.



Harold A. Lewis, president of Riverview Realty, is shown with a scale model of the first of the cooperative apartment buildings being built as part of the \$65 million Watergate project in Foggy Bottom.