

# Higney International — Sales Target List v2

## Early-Stage Opportunities | South Florida & Caribbean

Updated: February 17, 2026

### 1. KEY SOUTH FLORIDA HOSPITALITY ARCHITECTS (RELATIONSHIP TARGETS)

These firms recommend FF&E partners to developers. Build relationships with the hospitality leads.

Company	Key Contact	Hospitality Focus	Why They're a Fit
<b>Nichols Architects</b> (fka Nichols Brosch Wurst Wolfe) — Coral Gables	Senior hospitality principals (reach via nicholsarch.com)	Marriott Marquis Miami Worldcenter, Westin Diplomat, JW Marriott Tampa — major hotel pipeline	Top-tier hotel architect in S. FL; specifies FF&E for Marriott/Rosewood globally. Early relationship = preferred vendor status
<b>Kobi Karp Architecture &amp; Interior Design</b> — Miami	<b>Kobi Karp</b> , Founder & Principal-in-Charge	Luxury hotels, Miami Worldcenter mixed-use, Caribbean & Middle East resorts	Full architecture + interiors = they influence FF&E selection directly. Active on conference circuit (PROFILEmiami panelist)
<b>Arquitectonica</b> — Miami	Hospitality studio leads (arquitectonica.com/contact)	Global hotel portfolio; active S. FL pipeline	One of Miami's most influential firms; early engagement on new projects critical
<b>Choeff Levy Fischman</b> — Miami	<b>Ralph Choeff</b> , Principal	Tropical modern luxury — hotels, residences, restaurants	Featured at PROFILE Design Summit 2026 (March 4, Wynwood) — <b>networking opportunity</b>
<b>Nunzio Marc DeSantis Architects</b> — Fort Lauderdale	<b>Nunzio DeSantis</b> , Principal	Omni Fort Lauderdale Hotel (801 rooms), Broward Convention Center expansion	Massive Broward hospitality pipeline; interior design done by EoA Group — potential FF&E influence point
<b>Peacock + Lewis</b> — North Palm Beach & Naples	<b>Kenneth Hart</b> , Managing Director (Naples)	Private clubs, resort amenities, hospitality venues since 1961	Club/resort renovation specialists — steady FF&E needs for refreshes
<b>Touzet Studio</b> — Miami	<b>Carlos Prio-Touzet &amp; Jacqueline Touzet</b> , Principals	Silver Sands Key Biscayne (\$600M+ redevelopment, construction late 2026)	Designing a ground-up ultra-luxury boutique property — FF&E not yet specified
<b>Stiles Architectural Group</b> — Fort Lauderdale	Via Stiles Corp leadership	Commercial + hospitality-adjacent retail/mixed-use	Part of Stiles development ecosystem; gateway to their hotel pipeline

### Upcoming Networking Events

- **PROFILE Design Summit 2026** — March 4, 2026, Wynwood (Choeff, Karp confirmed)
- **Bisnow South FL Architecture & Design Conference** — March 31, 2026
- **Hotel & Resort Design South** — June 9-10, 2026, Miami Beach Convention Center

### 2. GENERAL CONTRACTORS WITH ACTIVE HOSPITALITY PIPELINES

Company	Key Projects (Early-Stage / Under Construction)	Location	Timeline	Opportunity
<b>Moss Construction</b> — Fort Lauderdale HQ	<b>The Dunes Fort Lauderdale</b> (Autograph Collection) — 205 rooms, 16-story, \$175M+	Fort Lauderdale Beach	Broke ground Aug 2025; opening TBD ~2027	FF&E procurement window is NOW — interior packages being specified
<b>Moss Construction</b>	<b>Nora Hotel</b> — 201-room luxury boutique, \$200M, rooftop pool/lounge, spa, dining	West Palm Beach	Opening Fall 2026	FF&E procurement likely underway or imminent
<b>Suffolk Construction</b>	<b>Aman Residences Miami Beach</b> — 22 residences + 56-room restored Versailles Hotel	Miami Beach	Top-off early 2026; delivery 2027	Ultra-luxury FF&E for restored historic hotel + branded residences

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<b>Suffolk Construction</b>	<b>Edition Hotel &amp; Residences</b> — 172 rooms + 38 residences, F&B, spa	Tampa (Water Street)	Active construction	Marriott Edition brand = high-end FF&E spec
<b>PCL Construction</b>	<b>Ritz-Carlton Key Biscayne</b> — \$44M repositioning	Key Biscayne	Phase 1 completing Jan 2026; Phase 2 follows	Renovation FF&E — may still need procurement partner for Phase 2
<b>PCL Construction</b>	<b>Diplomat Beach Resort</b> (→ Signia by Hilton) — \$18M+ renovation	Hollywood	Completing Jan 2026; full rebrand spring 2026	Brand conversion = full FF&E refresh
<b>KAST Construction</b>	<b>Westin Cocoa Beach Resort &amp; Spa</b> — 502 rooms, \$420M	Cocoa Beach	45% complete; targeting Q3 2027	Major new-build resort; FF&E specification phase approaching

### 3. EARLY-STAGE HOTEL DEVELOPMENT PROJECTS (PERMIT / PLANNING / PRE-CONSTRUCTION)

Project	Developer	Architect/Designer	Location	Status	FF&E Opportunity
<b>Grand Hyatt Miami Beach Convention Center</b>	Convention Center authority / Hyatt	TBD	Miami Beach	Approved; \$92.5M agency debt secured; construction ~2025-2027	800 rooms + 90K SF meeting space + 5 F&B outlets. Massive FF&E package — likely going to RFP soon
<b>Shore Club Resort &amp; Residences</b> (Auberge Collection)	Witkoff Group	TBD	Miami Beach	Approved; completion 2027	Historic hotel restoration + 49-condo tower; beach club, spa, restaurant — boutique luxury FF&E
<b>Raleigh Rosewood Residences</b>	SHVO	TBD	Miami Beach	Under construction; completion 2026	60-suite hotel + 40 residences; Rosewood brand = ultra-luxury FF&E
<b>Waldorf Astoria Hotel &amp; Residences</b>	Related Group / Architect: Carlos Ott	Carlos Ott / Intempo Group	Downtown Miami	Superstructure >50% (late 2025); top-off late 2026; completion 2028	205 hotel rooms + 387 residences — Waldorf brand FF&E standards
<b>Okan Tower — Hilton Miami Bayfront</b>	Okan Group	Behar Font & Partners	Downtown Miami	Master permit Aug 2025; topping off 2026; opening 2027	316 hotel keys + 236 condo-hotel units; FF&E specification phase
<b>Silver Sands Key Biscayne</b>	Terra + Fortune International	Touzet Studio / ODP Architecture	Key Biscayne	Pre-construction; breaking ground late 2026	\$600M+ ultra-luxury condo with fine dining restaurant + resort amenities — early enough for FF&E influence
<b>The Dunes Fort Lauderdale</b> (Autograph Collection)	G. Holdings / Marriott	TBD	Fort Lauderdale Beach	Broke ground Aug 2025	205 rooms, ocean restaurant, rooftop bar — FF&E packages being assembled
<b>Nora Hotel</b>	TBD	TBD	West Palm Beach	Under construction; opening Fall 2026	201 rooms, boutique luxury — procurement timeline active

### 4. RECENTLY ACQUIRED HOTELS (RENOVATION SIGNALS)

Acquisitions almost always trigger FF&E refreshes or full renovations. These are warm leads.

Property	Buyer	Price / Per Key	Date	Location	Renovation Signal
<b>EAST Miami</b> (Brickell City Centre)	<b>Blackstone</b>	\$148M+ / \$420K per key	Sept 2025	Brickell, Miami	Blackstone typically renovates post-acquisition. 352 rooms + rooftop bar Sugar. Watch for renovation announcement
<b>PGA National Resort</b>	<b>Henderson Park / Salamander / South Street Partners</b>	\$171.4M / \$475K per key	2025	Palm Beach Gardens	Already received \$100M reno; new owners plan pool addition + golf enhancements — additional FF&E likely

Property	Buyer	Price / Per Key	Date	Location	Renovation Signal
<b>Kimpton Angler's Hotel</b>	Philippe Le Guennec entity	\$43.5M / \$330K per key	2025	Miami Beach	132-key boutique; new ownership likely to refresh
<b>Plunge Beach Resort</b>	<b>T2 Hospitality (Mike Patel)</b>	\$36.6M / \$224K per key	2025	Lauderdale-by-the-Sea	163 rooms; value-buy pricing suggests renovation planned
<b>MOXY Miami Wynwood</b>	<b>Süzer Group</b> (majority stake)	\$99M / \$825K per key	2025	Wynwood	120 keys; opened 2024 so less likely to renovate, but new majority owner may refresh
<b>Hyatt House + Hyatt Place FLL Airport</b>	<b>Kolter Hospitality</b>	Undisclosed (from Blackstone)	2025	Dania Beach	292 rooms combined; Kolter is operator-owner — likely to upgrade
<b>Dual-brand Holiday Inn / Staybridge Suites</b>	<b>CN Hotels</b>	Undisclosed	2025	Doral	216 rooms; new ownership typically triggers PIP (Property Improvement Plan)
<b>Doral Inn &amp; Suites</b>	<b>Ratia Real Estate</b>	\$23M / \$205K per key	2025	Doral	112 keys at deep value = renovation play

## 5. HOTEL MANAGEMENT COMPANIES EXPANDING IN SOUTH FLORIDA

Company	What They're Doing	Location	Opportunity
<b>Aimbridge Hospitality</b>	Added Voco Sandpiper All-Inclusive Resort; Phase 1 renovation completing early 2026	South Florida	All-inclusive conversion = total FF&E overhaul
<b>Evolution Hospitality</b> (California)	Took over management of 82-room Balfour Miami Beach (Art Deco, Ocean Drive)	Miami Beach	New management often triggers refresh; boutique scale perfect for HI
<b>MIA Hospitality Management</b> (Miami)	Built portfolio to 5 hotels / 939 rooms across S. FL	South Florida	Growing local operator — relationship target for ongoing FF&E needs
<b>Salamander Collection</b>	Managing PGA National Resort post-acquisition; expanding luxury footprint	Palm Beach Gardens	Luxury brand with high FF&E standards; Henderson Park backing
<b>Driftwood Capital</b>	Building Westin Cocoa Beach (\$420M, 502 rooms); active FL developer-operator	Cocoa Beach / S. FL	Vertically integrated = single point of contact for FF&E
<b>Rebel Hotel Company</b>	Expanding FL portfolio (Sheraton Orlando + seeking S. FL assets)	Florida-wide	Actively acquiring — each acquisition = FF&E opportunity

## 6. PRIORITY ACTION ITEMS

### Immediate (Next 30 Days)

1. **Attend PROFILE Design Summit** (March 4, Wynwood) — Ralph Choeff and Kobi Karp will be there. Introduce HI.
2. **Contact Moss Construction** re: The Dunes and Nora Hotel FF&E timelines
3. **Reach out to Blackstone** asset management team re: EAST Miami renovation plans
4. **Contact PCL Construction** re: Diplomat Beach Resort (Signia by Hilton) Phase 2 FF&E

### Near-Term (60-90 Days)

1. **Attend Bisnow S. FL Architecture & Design Conference** (March 31, 2026)
2. **Build relationship with Nichols Architects** hospitality team — they touch every major Marriott project
3. **Reach out to T2 Hospitality / Mike Patel** re: Plunge Beach Resort renovation plans
4. **Contact Kolter Hospitality** re: Hyatt dual-brand Dania Beach upgrade plans

### Pipeline (Q2-Q3 2026)

1. **Attend Hotel & Resort Design South** (June 9-10, Miami Beach Convention Center)
2. **Monitor Grand Hyatt Miami Beach** — 800-room FF&E RFP will be one of the largest in S. FL history
3. **Track Aman Miami Beach** — Suffolk topping off early 2026; FF&E specification imminent
4. **Track Okan Tower / Hilton Bayfront** — topping off 2026; 316 keys + condo-hotel FF&E

*Compiled by Iris for Higney International. Sources: The Real Deal, Bisnow, CoStar, Hotel Business, Florida YIMBY, PROFILEmiami, company websites. All contacts should be verified before outreach.*