

Higney International – Pipeline Intelligence

February 17, 2026 | Prepared for Sales Meeting

🔥 TIER 1: HOTTEST LEADS (Earliest Stage / Best FF&E Fit)

1. Miami Design Residences — Condo-Hotel, Design District

- **Location:** Miami Design District
- **Developer:** Raycliff Capital, Fort Partners, Miami Design District Associates, Constellation Hotels (Qatar)
- **Architect:** David Chipperfield (Pritzker winner)
- **Scope:** 25-story residential tower (143 condos) + 12-story hotel tower (85 hotel rooms, 20 condo-hotel units), 55K SF commercial, 600K+ SF total
- **Value:** Property acquired for \$143.6M; total project TBD (likely \$500M+)
- **Phase:** Design Review Board approved Jan 2026. Sales launching Feb 2026. **Pre-construction — FF&E decisions ahead.**
- **Why:** Luxury international hotel brand (unannounced) making Miami debut. Hotel + condo-hotel = massive FF&E package. Design phase NOW.
- **Contact:** Corcoran Sunshine (sales); Raycliff Capital (developer)

2. Riviera Beach Marina Village — Waterfront Hotel/Mixed-Use

- **Location:** Riviera Beach, Palm Beach County (12-90 acre site)
- **Developer:** Three competing proposals — developer selection Feb 2026:
- **Forest Development** — \$716M, 270-room hotel + convention center, 83K SF retail
- **Sonnenblick Development** — \$300M Phase 1, 300 rooms (2 hotels, 1 Margaritaville), aquarium
- **Related Urban** — 120 rooms, 224 condos
- **Architect:** TBD (not yet selected)
- **Phase:** Developer selection underway (Feb 10-11, 2026). **Ground zero — everything is ahead.**
- **Why:** Whichever developer wins, 120-300 hotel rooms need full FF&E. Get in with all three bidders now.
- **Contact:** Riviera Beach CRA; Forest Development; Bob Sonnenblick (Sonnenblick Dev, LA); Related Urban

3. Boca Raton "Pink Plaza" Hotel

- **Location:** NE 2nd Street, south of Mizner Park, Boca Raton
- **Developer:** Miskel Backman
- **Architect:** TBD
- **Scope:** 12-story, 219-room hotel + ground-floor retail/restaurant + rooftop restaurant
- **Phase:** Community Appearance Board recommended approval Jan 27, 2026. Advancing through city reviews. **Early design stage.**
- **Why:** 219 keys in Boca = substantial FF&E. Still in approvals — procurement decisions months away.
- **Contact:** Miskel Backman (developer)

4. Treehouse Hotel Miami Beach

- **Location:** Miami Beach historic district (Haddon Hall / Campton Apartments)
 - **Developer:** Keyah Real Estate Group + Starwood Hotels (Barry Sternlicht)
 - **Architect/Designer:** Rottet Studio
 - **Scope:** Resort hotel combining two historic 1940s buildings + new tower; pool courtyard, rooftop pool, spa, wellness club, beach club, multiple F&B venues
 - **Phase:** Announced Feb 2026; opening early 2029. **Design phase — FF&E procurement 2027-2028.**
 - **Why:** Design-forward brand emphasizing "natural materials, handcrafted details, layered textures." Perfect for HI's capabilities. Long runway.
 - **Contact:** Keyah Real Estate Group; Rottet Studio (designer)
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5. Kempinski Residences Miami Design District

- **Location:** 3801 & 3883 Biscayne Blvd, Miami
 - **Developer:** DaGrosa Capital Development Partners
 - **Architect:** Arquitectonica (architecture), Rockwell Group (interiors), Enea (landscape)
 - **Scope:** Two 20-story towers, 132 residences, 6 townhomes, 17 guest suites. Restaurant, spa, wellness, screening room, children's areas.
 - **Value:** Units from \$3.7M; completion Q4 2029
 - **Phase:** Just announced Jan-Feb 2026. Sales launching. **Pre-construction.**
 - **Why:** 17 guest suites + full amenity package (restaurant, spa, lounges) = hotel-grade FF&E. Rockwell Group doing interiors — connect with their procurement.
 - **Contact:** DaGrosa Capital; ISG World (sales); Rockwell Group (interiors)
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TIER 2: STRONG LEADS (Active Development, Decisions Being Made)

6. St. Regis Resort & Residences Bahia Mar, Fort Lauderdale

- **Location:** 40 acres, Fort Lauderdale Beach / Intracoastal
 - **Developer:** Related Group, Tate Capital, Rok Enterprises
 - **Architect:** Arquitectonica
 - **Scope:** \$1-2B project; 4 towers, 256-unit resort (60 turnkey residences), 245-slip marina, 87K SF retail, marina restaurant (11K SF), waterfront promenade
 - **Phase:** Pre-construction; securing approvals. Completion ~2029.
 - **Why:** Massive luxury resort. St. Regis brand = top-tier FF&E budget. Still in approvals = time to position.
 - **Contact:** Related Group; Jimmy Tate (Tate Capital)
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7. Salato Residences & Hotel, Pompano Beach

- **Location:** Pompano Beach
- **Developer:** (Developer TBD in sources)
- **Scope:** Three 7-story towers: 168 condo-hotel units, 168-key hotel, 18 townhouses, 19.7K SF commercial
- **Hotel Operator:** Stay Hospitality (management)

- **Phase:** Topped off May 2025; delivering early 2026. **FF&E installation happening NOW.**
 - **Why:** If FF&E not fully procured, there's a window. 168 hotel keys + 168 condo-hotel units. Contact Stay Hospitality immediately.
 - **Contact:** Stay Hospitality
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8. Baha Mar Expansion — Nassau, Bahamas

- **Location:** Cable Beach, Nassau (former Meliá site, 12 acres)
 - **Developer:** Baha Mar / Chow Tai Fook Enterprises
 - **Architect:** Foster + Partners
 - **Scope:** \$700M expansion; 345-350 rooms, 50-77 luxury residences, 16K SF spa, 4 restaurants, 35K+ SF meeting space
 - **Phase:** Groundbreaking Feb 11, 2026. Construction starting. Completion 2029. **Hotel brand TBD — FF&E decisions ahead.**
 - **Why:** \$700M, no brand announced yet = procurement pipeline wide open. Foster + Partners designing. South Florida connection via Baha Mar ops.
 - **Contact:** Baha Mar development office; Foster + Partners
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9. Magic City Innovation District — Little Haiti, Miami

- **Location:** 18 acres, Little Haiti, Miami
 - **Developer:** Plaza Equity Partners, Metro 1, Lune Rouge
 - **Scope:** \$1B total; 432 hotel keys, 2,630 residential, 2M SF office, 100K SF expo, 344K SF retail
 - **Phase:** Phased construction ongoing since 2016. Hotel component timing unclear — likely later phase.
 - **Why:** 432 hotel keys is a major package. Monitor for hotel phase launch.
 - **Contact:** Plaza Equity Partners
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TIER 3: CARIBBEAN & LATAM OPPORTUNITIES

10. Navah Resort — Turks & Caicos

- **Location:** Northwest Point, Providenciales
 - **Developer:** CJ Invest
 - **Scope:** Caribbean's first kosher luxury resort. Phase 1 (2027): 11 villas, restaurant, tennis, beach club. Phase 2: 35 condos, spa, shops.
 - **Phase:** Planning/early development. Opening 2027.
 - **Why:** Boutique luxury = high-value FF&E per unit. Niche market with premium budgets. Early enough to win.
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11. Andaz Turks & Caicos (Hyatt)

- **Location:** Bight Reef beachfront, Providenciales
 - **Scope:** 59 rooms + 74 residences
 - **Phase:** Vertical construction largely complete; opening early 2026. **May be too late for FF&E.**
 - **Why:** Worth a call — if FF&E not fully installed, there's an opening.
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12. The Loren at Turtle Cove — Turks & Caicos

- **Location:** Turtle Cove, Providenciales
 - **Scope:** Hotel, residences, villas, marina, beach club, spa
 - **Phase:** Under construction; 2026 opening.
 - **Why:** Landscape-integrated luxury design. Beach club + spa = FF&E-rich.
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13. Alila Mayakoba (replacing Andaz) — Riviera Maya, Mexico

- **Location:** Mayakoba, Riviera Maya
 - **Operator:** Hyatt (Alila brand)
 - **Scope:** 182 rooms (64 suites with private pools), beach club, spa, dining
 - **Phase:** Opening 2026 — rebrand/renovation.
 - **Why:** Full rebrand from Andaz to Alila = likely refreshing FF&E throughout. Mayan-inspired design.
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14. Conrad Tulum Riviera Maya — Mexico

- **Location:** Tulum, Mexico
 - **Operator:** Hilton (Conrad brand)
 - **Scope:** Luxury all-inclusive
 - **Phase:** Soft opening late 2026 or Jan 2027.
 - **Why:** New Conrad = premium FF&E budget. Timeline suggests procurement happening now.
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15. Finest Riviera Cancún — Mexico

- **Location:** Puerto Morelos, Riviera Maya
 - **Developer:** Excellence Group
 - **Scope:** \$250M all-inclusive family resort; 12 restaurants, 4 pools, splash park, ONE Spa
 - **Phase:** Announced at FITUR 2026; opening early 2027.
 - **Why:** \$250M budget, 12 restaurants = massive FF&E scope. Early announcement stage.
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16. Four Seasons Caye Chapel — Belize

- **Location:** Caye Chapel (private island)
 - **Scope:** Overwater bungalows, golf course, residences
 - **Phase:** Operations progressing toward 2027.
 - **Why:** Ultra-luxury private island = premium FF&E. Four Seasons procurement standards.
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MARKET CONTEXT

Miami Beach Restaurant/Venue Boom

Miami Beach just **eliminated conditional use permits** for restaurants and live entertainment venues (Feb 2026), with same-day permitting and fee waivers. Expect a wave of new restaurant buildouts on Lincoln Road, Washington Ave, Collins Ave, and 41st Street. **Each new venue needs furniture, fixtures, equipment.**

Hotel Acquisitions (Renovation Signals)

- **Delta Hotels by Marriott West Palm Beach** (199 rooms) — acquired by Palm Holdings. No reno announced yet = call them.
- **WoodSpring Suites West Palm Beach** (122 rooms) — acquired by Noble Investment Group for \$10.6M (Feb 2026).

Turks & Caicos Pipeline

950+ new accommodation units expected by 2027 from 12 projects on Providenciales. Future projects include: - St. Regis Residences (late 2027) - Kempinski Grace Bay (2027-2028) - Waldorf Astoria on Dellis Cay (TBD)

⌚ IMMEDIATE ACTION ITEMS

1. **Call Raycliff Capital / Fort Partners** re: Miami Design Residences hotel FF&E
2. **Contact all 3 Riviera Beach bidders** — position HI before developer is selected
3. **Reach out to Rottet Studio** for Treehouse Hotel Miami Beach procurement
4. **Call Stay Hospitality** re: Salato Pompano Beach — are they still buying?
5. **Contact Palm Holdings** re: Delta WPB renovation plans
6. **Reach out to Rockwell Group** for Kempinski Residences FF&E
7. **Monitor Bahia Mar** brand announcement — once named, identify procurement contact
8. **Track Miami Beach restaurant permits** — volume play for F&B furniture

Compiled Feb 17, 2026 | Sources: SFBJ, The Real Deal, Florida YIMBY, CoStar, Hotel Management, Hospitality Design, CBS12, WLRN, BizJournals, Caribbean Journal