

HI Pipeline Contacts – February 17, 2026

16 Hospitality Development Projects – South Florida & Caribbean

TIER 1 – HOTTEST LEADS

1. Miami Design Residences

Developers: Raycliff Capital, Fort Partners, Constellation Hotels

Name	Title	Company	Email	Phone	Notes
—	General Contact	Raycliff Capital	contact@raycliff.com	—	Office: 4100 NE 1st Ave, Suite 300, Miami 33137
Nadim Ashi	Founder/CEO	Fort Partners	—	(305) 330-4000	9133 Collins Ave, Surfside, FL 33154. No public email — call main line
—	Sales (Corcoran Sunshine)	Miami Design Residences	Via miamidesignresidences.com contact form	—	Corcoran Sunshine handles all sales/marketing

 **CRM Match:** None found. Fresh outreach needed. **Strategy:** Contact Raycliff directly via email; call Fort Partners main line and ask for development team.

2. Riviera Beach Marina Village

Developers: Forest Development, Sonnenblick Development, Related Urban

Name	Title	Company	Email	Phone	Notes
—	General	Forest Development	info@forestdevelopment.com	(561) 570-5299	11231 US Hwy 1, Suite 354, North Palm Beach, FL 33408
Bob Sonnenblick	Chairman & President	Sonnenblick Development LLC	bob@sonndev.com (likely)	(310) 230-1200	Domain: sonndev.com. Also Newport Beach: (949) 878-8520
—	General	Related Urban	—	—	May be a subsidiary of Related Group — try (305) 460-9900

 **CRM Match:** None found. **Strategy:** Email Forest Development directly. Call Sonnenblick main line. Related Urban may route through Related Group HQ.

3. Boca Raton Pink Plaza Hotel (Mizner Plaza)

Developers: James & Marta Batmasian (Investments Limited), represented by Miskel Backman LLP

Name	Title	Company	Email	Phone	Notes
Ele Zachariades	Attorney	Miskel Backman LLP	ele@miskelbackman.com	(561) 405-3349	Land use attorney representing developers
James Batmasian	Principal	Investments Limited	—	—	HQ: 215 N Federal Hwy, Boca Raton, FL 33432
Marta Batmasian	Principal	Investments Limited	—	—	Try investmentslimited.com for contact
—	Firm Main	Miskel Backman LLP	—	(561) 405-3300	14 SE 4th St, Suite 36, Boca Raton

 **CRM Match:** None found. **Strategy:** Email Ele Zachariades as entry point to developers. Batmasians are prominent Boca figures — may respond to direct outreach via their office.

4. Treehouse Hotel Miami Beach

Developer: Keyah Real Estate Group. Designer: Rottet Studio

Name	Title	Company	Email	Phone	Notes
—	General	Keyah Real Estate Group	info@keyahgroup.com	—	20803 Biscayne Blvd, Suite 405, Miami, FL
Lauren Rottet	Founding Principal & President	Rottet Studio	lauren.rottet@rottetstudio.com	(713) 221-1830	Offices in LA, Houston, NY

🔗 **CRM Match:** None found. **Strategy:** Email both directly. Keyah is developing a 262-key boutique hotel at 1500 Collins Ave (with Grup Peralada), opening 2028.

5. Kempinski Residences Miami

Developer: DaGrosa Capital Development Partners. Interiors: Rockwell Group. Sales: ISG World

Name	Title	Company	Email	Phone	Notes
Joseph "Jed" DaGrosa Jr.	Managing Partner	DaGrosa Capital Partners	adagrosa@dagrosacp.com	(786) 662-3114	3011 Ponce de Leon Blvd, Suite 1420, Coral Gables, FL
David Yanks	Chief Development Officer	Rockwell Group	dyanks@rockwellgroup.com	(212) 463-0334	Best contact for hospitality projects at Rockwell
Joan MacKeith	Chief Marketing & Comms	Rockwell Group	pr@rockwellgroup.com	(212) 463-0334	For press/marketing inquiries
Craig Studnicki	CEO & Broker of Record	ISG World	craig@isgworld.com (likely)	(305) 932-xxxx	Co-founder ISG World. \$12B+ in sales

🔗 **CRM Matches:** - ★ **Sebastien Mariette** — sebastien.mariette@kempinski.com (Cloze: Customer, Lead stage) — now VP Operations Bahrain/Saudi/Levant for Kempinski. Could intro to Miami team. - **Alexandre Puylagarde** — alexandre.puylagarde@kempinski.com, +962 7 9600 0450 (Cloze: Operator, Out)

Strategy: DaGrosa is the developer — email directly. Leverage Sebastien Mariette CRM relationship for Kempinski intro. Contact Rockwell via David Yanks for interiors scope.

● TIER 2 — STRONG LEADS

6. St. Regis Bahia Mar Fort Lauderdale

Developers: Related Group, Tate Capital (Jimmy Tate), Rok Enterprises

Name	Title	Company	Email	Phone	Notes
Jorge Perez	Chairman & CEO	Related Group	jperez@relatedgroup.com (likely)	(305) 460-9900	2850 Tigertail Ave, Fl 8, Miami
Jimmy Tate	Co-Owner & President	Tate Capital LLC	jitate@tatecapital.com (likely)	(305) 891-1107	info@tatecapital.com; 1175 NE 125th St, North Miami, FL
Sergio Rok	President	Rok Enterprises	sergio@rokenterprisesinc.com	(305) 377-4921	info@rok.com; 19790 W Dixie Hwy PH1, Aventura, FL

🔗 **CRM Match:** None found. **Strategy:** Call Tate Capital directly — Jimmy Tate is most accessible. Sergio Rok has a confirmed email. Related Group is large — try main line and ask for Bahia Mar project team.

7. Salato Pompano Beach

Hotel Operator: Stay Hospitality

Name	Title	Company	Email	Phone	Notes
Tom Assouline	CEO & Owner	Stay Hospitality	help@stay-hospitality.com (general)	—	1229 NE 9th Ave, Fort Lauderdale, FL 33304
—	Sales Center	Salato Residences	sales@salatoresidences.com	(954) 284-0090	3200 E Atlantic Blvd, Pompano Beach, FL 33062

🔗 **CRM Match:** None found. **Strategy:** Contact sales center for warm intro to development team. Email Stay Hospitality general line and ask for Tom Assouline.

8. Bahia Mar Expansion Nassau

Owner: Chow Tai Fook Enterprises (CTFE). Architect: Foster + Partners

Name	Title	Company	Email	Phone	Notes
—	General	Bahia Mar	Via bahamar.com/contact form	(242) 788-8000	No public dev office contacts
—	General	Foster + Partners	Via fosterandpartners.com	+44 20 7738 0455	London HQ

🔗 **CRM Match:** None found. **Strategy:** CTFE is Hong Kong-based conglomerate — difficult to reach directly. Best route is through Bahia Mar property management. No confirmed current expansion — verify project status before outreach.

9. Magic City Innovation District

Developers: Plaza Equity Partners, Metro 1 (Tony Cho), Lune Rouge (Guy Laliberté)

Name	Title	Company	Email	Phone	Notes
Tony Cho	Founder & Chairman	Metro 1	tcho@metro1.com	(305) 571-9991	Also info@metro1.com. Lead developer.
Neil Fairman	President	Plaza Equity Partners	—	(954) 445-4434	6161 NE 3rd Ave, Suite 3, Miami, FL 33137
Anthony Burns	Founding Partner	Plaza Equity Partners	—	(954) 445-4434	Also (954) 630-8880
George Helmstetter	Founding Partner	Plaza Equity Partners	—	(954) 445-4434	Via plazaequity.com contact form
Guy Laliberté	Founder	Lune Rouge	—	—	Via magiccitydistrict.com. Montreal-based.

🔗 **CRM Match:** None found. **Strategy:** Tony Cho at Metro 1 is the most accessible and likely decision-maker on FF&E/hospitality scope. Email directly.

🟡 TIER 3 – CARIBBEAN & LATAM

10. Navah Resort TCI

Developer: CJ Invest

Name	Title	Company	Email	Phone	Notes
—	—	CJ Invest / Navah	—	—	Caribbean's first luxury kosher resort, NW Point, Providenciales. Opening 2027. Very limited public info.

Strategy: Try LinkedIn search for "CJ Invest Turks Caicos" or contact through Sotheby's TCI listing agents.

11. Andaz Turks & Caicos (Grace Bay)

Developer/Operator: Hyatt

Name	Title	Company	Email	Phone	Notes
—	Sales/Residences	Andaz TCI	info@turksandcaicosresidences.com	+1 (649) 232-4119	Sales Gallery: Le Vele Plaza, Grace Bay Rd, #E103
—	Residences Sales	Andaz TCI	sales@andaztcreidences.com	+1 (649) 232-4119	Opening early 2026. 59 rooms + 74 residences

🔗 **CRM Match:** None directly. Consider Hyatt development contacts via corporate. **Strategy:** Email sales team for intro to development/ownership group.

12. Loren at Turtle Cove TCI

Developer: The Loren Group

Name	Title	Company	Email	Phone	Notes
—	Sales	The Loren TCI	sales@thelorentci.com	(649) 432-7653	25 condos, 4 villas, 33 hotel rooms. Opening 2026

Strategy: Email sales team. The Loren Group operates luxury properties globally — may be receptive to FF&E/design partnerships.

13. Alila Mayakoba (Riviera Maya)

Developer: RLH Properties + Hyatt

Name	Title	Company	Email	Phone	Notes
—	Reservations	Hyatt (Alila)	—	(888) 848-9496	Rebranding from Andaz Mayakoba. Opening Feb 2026.
—	Development	RLH Properties	Via rlhproperties.com	—	Mexican developer partnering with Hyatt

Strategy: Contact RLH Properties for development/procurement decisions. Hyatt corporate for brand-level intro.

14. Conrad Tulum Riviera Maya

Operator: Hilton

Name	Title	Company	Email	Phone	Notes
Giancarlo Goeta	Director of Commercial	Conrad Tulum	—	+52 984-195-1050	On-property contact
Karina Sierra	Director of Marketing	Conrad Tulum	—	+52 984-195-1050	Toll-free: 1-888-639-1050

⌚ CRM Matches: - **Adam Crocini** — adam.crocini@hilton.com (Cloze: Customer, Out) — Hilton contact, could intro - **Andrew Joyce** — andrew.joyce@hilton.com (Cloze: Operator, Lead) — Hilton development contact

Strategy: Leverage Andrew Joyce (Hilton, Lead stage in CRM) for warm intro to Conrad Tulum team.

15. Finest Riviera Cancún

Operator: Excellence Group (The Excellence Collection)

Name	Title	Company	Email	Phone	Notes
—	Call Center	Excellence Collection	Via theexcellencecollection.com/contact-us	+1 (866) 211-6223 (US)	Open 8am-8pm GMT-5

Strategy: Call center route to development/procurement. Excellence Group is Spanish-owned — may need to reach HQ in Madrid for larger decisions.

16. Four Seasons Caye Chapel, Belize

Developers: Thor Urbana, GFA, Inmobilia

Name	Title	Company	Email	Phone	Notes
—	Sales/Development	Caye Chapel	explore@cayechapel.com	+1 (888) 823-1284	280-acre private island. Opening 2026.
Robert (surname unknown)	—	Caye Chapel	robert@cayechapel.com	+1 (864) 238-7777	Direct contact
—	Development (Spanish)	Thor Urbana / Caye Chapel	contacto@cayechapel.com	—	Via thorurbana.com

⌚ CRM Match: - ⭐ **Brent Martin** — brent.martin@fourseasons.com, +1 267-250-9101 / +506 8442 0222 (Cloze: Customer, Future stage) — Four Seasons corporate contact. Could facilitate intro to Caye Chapel team.

Strategy: Email explore@cayechapel.com and Robert directly. Leverage Brent Martin (Four Seasons, already in CRM) for warm intro.

CRM CROSS-REFERENCE SUMMARY

CRM Contact	Email	Company	Relevant Project	CRM Stage	Action
Sebastien Mariette	sebastien.mariette@kempinski.com	Kempinski	#5 Kempinski Miami	Lead	HIGH PRIORITY — Ask for Miami project team intro
Alexandre Puylagarde	alexandre.puylagarde@kempinski.com	Kempinski	#5 Kempinski Miami	Out	Secondary Kempinski contact
Brent Martin	brent.martin@fourseasons.com	Four Seasons	#16 Four Seasons Belize	Future	Ask for Caye Chapel development team intro
Andrew Joyce	andrew.joyce@hilton.com	Hilton	#14 Conrad Tulum	Lead	HIGH PRIORITY — Hilton dev contact, intro to Conrad team
Adam Crocini	adam.crocini@hilton.com	Hilton	#14 Conrad Tulum	Out	Backup Hilton contact

🎯 OUTREACH PRIORITY ORDER (For Today)

Immediate Emails (Confirmed Addresses):

1. **contact@raycliff.com** — Miami Design Residences
2. **info@forestdevelopment.com** — Riviera Beach Marina Village
3. **ele@miskelbackman.com** — Pink Plaza Hotel (attorney for developers)
4. **info@keyahgroup.com** — Treehouse Hotel
5. **lauren.rottet@rottetstudio.com** — Treehouse Hotel (designer)
6. **adagrosa@dagrosacp.com** — Kempinski Miami (developer)
7. **dyanks@rockwellgroup.com** — Kempinski Miami (interiors)
8. **tcho@metro1.com** — Magic City Innovation District
9. **sergio@rokenterprisesinc.com** — St. Regis Bahia Mar
10. **sales@salatoresidences.com** — Salato Pompano Beach

Immediate Calls:

1. **(305) 330-4000** — Fort Partners (Nadim Ashi)
2. **(310) 230-1200** — Sonnenblick Development (Bob Sonnenblick)
3. **(786) 662-3114** — DaGrosa Capital (Kempinski developer)
4. **(305) 891-1107** — Tate Capital (Jimmy Tate, Bahia Mar)
5. **(305) 460-9900** — Related Group (Bahia Mar)

CRM Warm Intros (Leverage Existing Relationships):

1. **Sebastien Mariette** → Kempinski Miami team
2. **Andrew Joyce** → Conrad Tulum / Hilton development
3. **Brent Martin** → Four Seasons Belize team

LinkedIn Outreach Needed:

- Nadim Ashi (Fort Partners) — no public email
- Craig Studnicky (ISG World) — email not confirmed
- Jimmy Tate (Tate Capital) — email format likely but unconfirmed
- Jorge Perez (Related Group) — too senior, find project-level contact
- Tom Assouline (Stay Hospitality) — no direct email found
- Neil Fairman / Anthony Burns (Plaza Equity Partners) — no emails found
- CJ Invest / Navah Resort — virtually no public info
- Guy Laliberté (Lune Rouge) — unreachable directly, go through Tony Cho

Generated: February 17, 2026 | Source: Web research, Cloze CRM cross-reference Note: Some emails marked "likely" are inferred from domain patterns but not confirmed. Verify before bulk outreach.