

Higney International — Target Developer & Operator List

Prepared: February 17, 2026

Markets: South Florida (Miami-Dade, Broward, Palm Beach) & Caribbean

Focus: Luxury & upscale hospitality FF&E opportunities

1. HOTEL DEVELOPERS & OWNERS

#	Company	Key Contact	Project / Activity	Location	Why They're a Fit
1	Fontainebleau Development	Jeffrey Soffer (Chairman/CEO)	Fontainebleau Miami Beach, JW Marriott Turnberry, ongoing renovations	Miami Beach, Aventura, Hallandale	\$10B+ portfolio, vertically integrated, constant refresh cycles — major FF&E buyer
2	Related Group	Jorge Pérez (Chairman)	St. Regis Residences Brickell, Baccarat Residences, Waldorf Astoria Residences Pompano Beach	Brickell, Pompano, West Palm	South Florida's largest condo developer; branded hospitality residences need top-tier FF&E
3	SHVO	Michael Shvo (CEO)	The Raleigh Hotel & Residences (Rosewood-operated), Miami Beach	Miami Beach	Ultra-luxury restoration project, high design sensitivity
4	OKO Group	Vlad Doronin (CEO)	Ritz-Carlton Residences Sunny Isles Beach, Aman Miami Beach	Sunny Isles, Miami Beach	Global luxury brand partnerships, ground-up construction
5	Château Group	Manuel Grosskopf	St. Regis Residences Sunny Isles Beach (two towers)	Sunny Isles Beach	Record-pricing condo-hotel development, premium FF&E spec
6	Fortune International Group	Edgardo Defortuna (President/CEO)	Ritz-Carlton Residences Pompano Beach, The Ritz-Carlton Residences Sunny Isles	Pompano Beach, Sunny Isles	Multiple branded residence projects in pipeline
7	Two Roads Development	Reid Boren, Taylor Collins	Elysee Miami, other waterfront luxury	Edgewater, Miami	Hotel-style residential with FF&E-intensive lobbies and amenities
8	Terra	David Martin (CEO)	Five Park Miami Beach, Grove Central	Miami Beach, Coconut Grove	50,000+ sq ft amenity clubs, resort-grade common areas
9	Hilton (Signia brand)	Developer/owner TBD	Diplomat Beach Resort Hollywood → Signia by Hilton (full renovation)	Hollywood, FL	Massive renovation underway — FF&E procurement happening NOW
10	Pier Sixty-Six / Tavistock Development	—	801-room Omni HQ hotel, superyacht marina resort	Fort Lauderdale	Multibillion-dollar redevelopment, 2026 opening
11	Grand Hyatt Miami Beach	Developer consortium	800-room convention hotel, 90K SF meeting space	Miami Beach	Late 2027 opening — FF&E procurement starts 2026
12	The Sunny (fka Newport Beachside)	—	339 rooms, 6 F&B outlets, art collection	Sunny Isles Beach	Full transformation, early 2026 opening
13	Royal Palm South Beach	Marriott Tribute Portfolio	Reimagined identity, full room/pool renovation	South Beach	Active renovation with design-forward brief

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14	Delano Miami Beach	Accor/Ennismore + Paris Society	171-room reopening, members club, 4 F&B concepts	South Beach	Iconic relaunch March 2026 — premium FF&E throughout
15	Four Seasons Dominican Republic at Tropicalia	Cisneros Real Estate (Adriana Cisneros)	95 keys + 25 residences, 60 beachfront acres	Samaná Bay, DR	Sustainable luxury, early 2026 opening
16	Lopesan Hotel Group	—	3 new five-star resorts (1,035 rooms combined)	Punta Cana, DR	Massive scale — Splash Cove, Caoba Lagoon, Serenity Bay
17	AMResorts (Hyatt)	—	Secrets Macao Beach (406 suites incl. 111 swim-outs)	Punta Cana, DR	Adults-only luxury all-inclusive, early 2026
18	Palace Resorts	—	Moon Palace The Grand Punta Cana (brand debut)	Punta Cana, DR	Large-scale all-inclusive, July 2026
19	InterContinental Hotels Group	—	InterContinental Grenada Resort (150 rooms)	La Sagesse Beach, Grenada	New-build resort on pristine Caribbean beach
20	**Dart Enterprises / ONE	GT**	Mark VanDevelde (CEO, Dart)	95 condo-style suites, 11-story tower	Grand Cayman
21	The Botany (St. Thomas)	—	23 luxury villas, spa, pools, beach bar	St. Thomas, USVI	Boutique villa resort, summer 2026

2. HOTEL MANAGEMENT COMPANIES

#	Company	Key Contact	Portfolio / Activity	Location	Why They're a Fit
22	Driftwood Hospitality Management	Andrew Stevens (786-271-2381)	85+ hotels, luxury resorts, F&B operations	HQ: Miami, FL; also Costa Rica	Third-party manager — influences FF&E spec on managed properties
23	Kolter Hospitality	—	Hotel management, development & acquisitions in FL premium destinations	Palm Beach County, FL	Award-winning luxury portfolio, design-centric approach
24	Paramount Hospitality Management	—	Full-service luxury resort & boutique hotel management	Orlando/South FL	Operations + development advisory — can recommend FF&E partners
25	Opal Collection	—	Olde Naples Hotel (Q1 2026), boutique luxury properties	Naples/South FL	Curated boutique collection, design-forward
26	Kessler Collection	Richard Kessler (Chairman)	Luxury boutique hotels with art-centric design	Southeast US/FL	Art + design DNA aligns perfectly with HI's capabilities

3. RESTAURANT GROUPS

#	Company	Key Contact	Concept / Activity	Location	Why They're a Fit
27	Major Food Group	Mario Carbone, Jeff Zalaznick, Rich Torrisi	Carbone, Sadelle's, Dirty French + continued expansion	Miami (multiple)	Aggressive Miami growth, exacting design standards — high FF&E spend per location

#	Company	Key Contact	Concept / Activity	Location	Why They're a Fit
28	STARR Restaurants	Stephen Starr	6 exclusive venues at Six Fisher Island (waterfront restaurant, Chef's Table, lounges)	Fisher Island, Miami	Ultra-luxury FF&E for multiple concepts at one development
29	Gioia Hospitality Group	—	La Sponda — coastal Italian at Vita at Grove Isle	Coconut Grove	Martin Brudnizki-designed, luxury FF&E throughout
30	Amazónico	Sandro Silva, Marta Seco	3-floor jungle-themed restaurant/bar/rooftop in Brickell	Brickell, Miami	Global luxury brand, elaborate interiors
31	Miami Hospitality Group (Alpha Hospitality)	—	Upscale restaurants, beach clubs, rooftop lounges, boutique hotel F&B	Coconut Grove, Fort Lauderdale	French Riviera-style luxury concepts, ongoing expansion
32	Sant Ambroeus	—	Milanese all-day Italian dining at Fifth Miami Beach (7,000 SF)	South of Fifth, Miami Beach	Iconic brand entering Miami — 2026 opening
33	Blu on the Hudson	—	Blu Miami — seafood/steaks, rooftop bar (6,500 SF, multi-level)	Miami River	First FL location, late 2026
34	Cactus Club Cafe	—	First U.S. location, Citigroup Center downtown Miami	Downtown Miami	New market entry, early 2026 — full buildout
35	Paris Society	—	F&B concepts for Delano Miami Beach reopening	South Beach	Luxury Parisian hospitality group entering Miami market

4. REAL ESTATE DEVELOPERS (LUXURY MIXED-USE / CONDO-HOTEL / RESORT RESIDENTIAL)

#	Company	Key Contact	Project / Activity	Location	Why They're a Fit
36	Ken Griffin / Citadel	—	54-story mixed-use tower (hotel + office + retail + residential)	Brickell, Miami	Approved Dec 2025, FIFA-momentum driven — massive FF&E scope
37	Zeckendorf Development	Will Zeckendorf	Ritz-Carlton Residences West Palm Beach (groundbreaking Q1 2026)	West Palm Beach	Ultra-luxury branded residences, 2027 completion
38	Equinox (wellness tower)	—	Equinox-curated wellness residential tower	West Palm Beach	Early 2026 construction start — wellness + luxury FF&E
39	Ritz-Carlton Residences Pompano Beach	Developer consortium	Dual beach club + yacht club, marina, resort pool	Pompano Beach	Resort-grade amenities = significant FF&E package
40	Six Fisher Island	—	Ultra-luxury enclave with STARR Restaurants, wellness, marina	Fisher Island	One of FL's most exclusive addresses, comprehensive FF&E needs

5. BEACH CLUBS & POOL CLUBS

#	Company	Key Contact	Concept / Activity	Location	Why They're a Fit
41	Delano Members Club	Accor/Ennismore	Exclusive members club + wellness studio within Delano relaunch	South Beach	Premium club furniture, fixtures, finishes — March 2026
42	Hyde Beach Kitchen & Cocktails	—	10,000 SF, 3-floor venue with pool lounge, cabanas	Hallandale Beach	Multi-level pool club, 300-guest capacity
43	Baia Beach Club (Mondrian South)	—	Mediterranean-inspired pool + marina club on Biscayne Bay	South Beach	Upscale day club, ongoing refresh

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	Beach)				
44	Nana Kosher Beach Club	—	First U.S. kosher-certified beach club, members-only oceanfront	Miami Beach (Collins Ave)	New concept, opened April 2026 — potential Phase 2
45	Shore Club Private Collection Beach Club	Witkoff Group	Owners-only oceanfront pool deck + elevated cabanas	Miami Beach	Ultra-luxury residential beach club
46	Five Park Beach Club	Terra (David Martin)	Shuttle-access private beach club + 50K SF Park Club with pool terrace	South Beach	Major amenity package for 1,000+ residences
47	Ritz-Carlton Pompano Beach Club + Yacht Club	Fortune International	Dual club concept — resort pool, cabanas, marina pool/bar	Pompano Beach	Resort-caliber beach + yacht club FF&E

PRIORITY TARGETS (IMMEDIATE OPPORTUNITY)

These have active procurement timelines in 2026:

1. **Signia by Hilton (Diplomat) Hollywood** — renovation underway
2. **Pier Sixty-Six / Omni Fort Lauderdale** — 2026 opening
3. **Delano Miami Beach** — March 2026 relaunch
4. **The Sunny, Sunny Isles** — early 2026 opening
5. **Grand Hyatt Miami Beach** — procurement starting
6. **Four Seasons Tropicalia, DR** — early 2026
7. **STARR Restaurants at Six Fisher Island** — 6 venues
8. **Ken Griffin Brickell tower** — just approved
9. **Related Group branded residences** — multiple projects
10. **Lopesan Punta Cana** — 3 resorts, May 2026

Compiled for Higney International business development. Sources: Miami New Times, Hospitality Design, Travel Age West, Million Luxury, Florida YIMBY, Caribbean Journal, and industry databases.