

Higney International – Architect & Design Relationship Targets

For Hospitality FF&E Sales Development

Compiled: February 17, 2026 | For Tonight's Sales Meeting

🔥 HOW TO USE THIS LIST

This is organized by priority tier. **Tier 1 = call this week.** Each entry includes the angle — what to say when you reach out. Cross-referenced against Cloze CRM (★ = existing contact) and the existing target list (⊕ = already tracked).

TIER 1: HIGH-PRIORITY TARGETS

Active hospitality pipeline in South Florida, FF&E decisions being made NOW

A. South Florida Hospitality Architecture Firms

1. Nichols Architects (fka Nichols Brosch Wurst Wolfe) ⊕

- **Location:** Coral Gables, FL
- **Phone:** (305) 444-0075
- **Web:** nicholsarch.com
- **Key People:** Senior hospitality principals (identify via website/LinkedIn)
- **Notable Projects:** Marriott Marquis Miami Worldcenter, Westin Diplomat, JW Marriott Tampa, EDITION Tampa (Condé Nast Top 5 2025)
- **Why:** Top-tier S. FL hotel architect. Touches every major Marriott project. Specifies FF&E for Marriott/Rosewood globally. If you have ONE architecture relationship in South Florida, it should be this one.
- **Angle:** "We specialize in hospitality FF&E procurement and would love to be a resource for your hotel projects. What's the best way to get on your approved vendor list?"

2. Kobi Karp Architecture & Interior Design ⊕

- **Location:** Miami, FL
- **Principal:** Kobi Karp, Founder
- **Phone:** (305) 374-4704
- **Web:** kobikarp.com
- **Notable Projects:** Miami Worldcenter mixed-use, Caribbean & Middle East luxury resorts
- **Why:** Full architecture + interiors = direct FF&E influence. Active on conference circuit. Speaking at PROFILE Design Summit March 4.
- **Angle:** Meet at PROFILE Design Summit (March 4, Wynwood). Also: he does interiors in-house so position HI as procurement/supply chain partner, not competitor.

3. EoA Group (Malcolm Berg)

- **Location:** 1929 Ponce de Leon Blvd, Coral Gables, FL 33134
- **Principal:** Malcolm Berg, President & Design Director (Harvard M.Arch)
- **Phone:** (305) 444-0990
- **Web:** eoagroup.com
- **Notable Projects:** Omni Fort Lauderdale (interiors, with Nunzio DeSantis as architect), resort/hotel renovations, rooftop concepts

- **Why:** Pure hospitality interior design firm. They're the ones actually selecting FF&E for hotel projects. Did the interiors for one of S. FL's biggest recent hotel openings (Omni FLL, 801 rooms). Exactly HI's buyer.
- **Angle:** "We saw your work on the Omni Fort Lauderdale — incredible project. We'd love to show you our hospitality collections and discuss how we can support your upcoming projects."

4. Gensler — Miami Office

- **Location:** Miami, FL
- **Managing Directors:** Dawn Gunter (Principal), Alana Lopez (Co-MD)
- **Web:** gensler.com/offices/miami
- **Notable Projects:** Aloft Miami Dadeland, Westin Cocoa Beach Resort & Spa (\$420M, 502 rooms), Mayfair at the Grove
- **Why:** Global powerhouse with major S. FL hospitality pipeline. Westin Cocoa Beach alone is a massive FF&E package. They're designing the future of S. FL hospitality.
- **Angle:** Target the hospitality practice leads. Gensler uses preferred vendor lists — get on it.

5. Nunzio Marc DeSantis Architects ☀

- **Location:** Fort Lauderdale, FL
- **Principal:** Nunzio DeSantis
- **Web:** nmdarch.com
- **Notable Projects:** Omni Fort Lauderdale (801 rooms, 29-story), Broward Convention Center expansion
- **Why:** Biggest hospitality architect in Broward. Omni FLL is a landmark project. Paired with EoA Group for interiors — approach both.
- **Angle:** "We'd like to introduce ourselves as an FF&E resource for your hospitality projects. We understand the scale and timeline pressures of major hotel builds."

6. WATG — Miami Office ★ (Arianna Leopard in Cloze)

- **Location:** Coral Gables, FL 33134
- **Cloze Contact:** Arianna Leopard (aleopard@watg.com, +1 713-205-0554)
- **Phone:** (786) 801-1737
- **Email:** miami@watg.com
- **Web:** watg.com
- **Notable Projects:** Global luxury hotel portfolio, Caribbean resorts, Westin Colonnade Coral Gables
- **Why:** THE hospitality architecture firm globally. Miami office serves Caribbean & Latin America — HI's sweet spot. **You already have Arianna Leopard in your CRM.** Reactivate that relationship.
- **Angle:** Warm outreach to Arianna: "We connected previously — wanted to share what HI is doing in the Caribbean hospitality space and see if there are projects where we can collaborate."

7. SB Architects — Miami Office ★ (Scott Lee in Cloze)

- **Location:** Miami, FL (also SF, Shenzhen)
- **Cloze Contact:** Scott Lee (slee@sb-architects.com, +1 615-491-6936)
- **Web:** 10sb.co
- **Notable Projects:** Miami Design District, global resort portfolio across 30 countries, wellness-focused hospitality
- **Why:** Experiential hospitality specialists with Miami office. **Scott Lee is already in your CRM.** Direct warm lead.
- **Angle:** Reconnect with Scott Lee. "We'd love to catch up and discuss how HI can support SB Architects' hospitality projects in the region."

8. ODP Architecture & Design

- **Location:** Miami, FL
- **Web:** odparchitects.com

- **Notable Projects:** Deauville Hotel redevelopment (150-key branded hotel + 100 condos, with Foster + Partners), Cloud One Hotel & Residences Wynwood (214 hotel rooms + 85 condos), Villa Miami
- **Why:** Architect of record on MULTIPLE active hotel projects in Miami. Deauville alone is a major FF&E opportunity (construction start 2026). Cloud One breaks ground end of 2025.
- **Angle:** "We're tracking some of your exciting hospitality projects and would love to discuss how HI can support FF&E procurement."

9. Stantec — Miami Office

- **Location:** Downtown Miami, FL
- **Web:** stantec.com
- **Notable Projects:** Yotel & YotelPad Miami, The Gale South Beach (Art Deco restoration), Ritz Carlton Residences Miami Beach, AC Marriott Sawgrass Mills
- **Why:** One of the largest architecture firms in S. FL. Deep hospitality portfolio spanning new builds and adaptive reuse. Architect of record on Omni FLL with Nunzio DeSantis.
- **Angle:** They're a big organization — identify the hospitality practice lead for the Miami office and request an intro meeting.

B. Interior Design Firms (Direct FF&E Specifiers)

10. HBA Miami (Hirsch Bedner Associates)

- **Location:** Miami, FL
- **Web:** hba.com/miami
- **Specialties:** Luxury resort design, Caribbean & Latin America focus, F&B concepts, art curation
- **Why:** THE luxury hospitality interior design firm. Their Miami studio specifically serves Caribbean & Latin America. They have dedicated FF&E procurement teams. This is a must-have relationship.
- **Angle:** "HI specializes in FF&E procurement for the same markets HBA Miami serves — Caribbean and Latin America. We'd love to be a supplier resource for your projects."

11. Rockwell Group (NYC, active in Miami)

- **Key Projects in Miami:** Nobu Hotel Miami Beach, CATCH Miami, CHICA Miami, St. Regis Residences Brickell, Kempinski Residences Miami Design District (upcoming)
- **Web:** rockwellgroup.com
- **Why:** They're designing the Kempinski Residences in Miami RIGHT NOW. Plus Nobu, CATCH, CHICA — they're deeply embedded in Miami hospitality. NYC-based but constant Miami projects.
- **Angle:** Target the project managers working on Kempinski Miami and any other active S. FL projects.

12. Studio 790

- **Location:** Miami, FL
- **Web:** studio790.com
- **Specialties:** Luxury hospitality, event design, F1 Paddock Club, W Hotels, St. Regis
- **Why:** High-end hospitality events and hotel design. Nearly two decades of experience. Good for boutique/luxury segment.
- **Angle:** "We'd love to show you our luxury FF&E collections for your hospitality and event projects."

13. Studio DADO

- **Location:** Miami, FL
- **Web:** studiodado.com
- **Specialties:** Boutique hospitality interiors for global brands
- **Why:** Boutique firm = more accessible for relationship building. They spec FF&E directly.

14. ART DESIGN IN MIAMI

- **Location:** Miami, FL
- **Web:** artdesigninmiami.com
- **Specialties:** Restaurant, hospitality, retail design. 50+ bars/restaurants in S. FL. Custom furniture procurement.
- **Why:** Strong restaurant/bar pipeline. Custom furniture procurement = direct FF&E relationship. High volume of projects.
- **Angle:** Restaurant/bar FF&E is HI's bread and butter. This is a natural partnership.

15. DKOR Interiors

- **Location:** Miami, FL
- **Web:** dkorinteriors.com
- **Specialties:** Commercial interiors including hospitality and retail
- **Why:** Award-winning firm, works nationally and internationally from Miami base.

16. Lund and Pullara ★ (Lisa Lynn in Cloze)

- **Cloze Contact:** Lisa Lynn (lisa@lundandpullara.com, +1 561-683-0311)
- **Location:** Palm Beach area
- **Why:** Interior design firm already in your network. **Warm lead.** Palm Beach = high-end hospitality market.
- **Angle:** Reconnect with Lisa. "What hospitality projects are you working on? We'd love to be your FF&E partner."

C. Landscape Architecture Firms (Outdoor FF&E Specifiers)

17. Raymond Jungles, Inc.

- **Location:** Coconut Grove (Miami), FL
- **Principal:** Raymond Jungles, FASLA
- **Web:** raymondjungles.com
- **Notable Projects:** Resort gardens across Florida, Caribbean, Latin America (Antigua, Bahamas, BVI, Costa Rica, Mexico). 35 ASLA awards.
- **Why:** THE landscape architect for luxury resorts in S. FL and Caribbean. He specs outdoor furniture, pool furniture, cabana structures for every project. Exact HI sweet spot geography.
- **Angle:** "We specialize in resort-grade outdoor furniture and would love to show you our collections for your upcoming resort projects."

18. EDSA (now Stantec)

- **Location:** Fort Lauderdale, FL (acquired by Stantec)
- **Specialties:** Resort master planning, hospitality landscape architecture worldwide
- **Why:** One of the world's largest hospitality landscape firms. Now part of Stantec but still operates with hospitality DNA. Specs outdoor furniture for major resorts globally.
- **Angle:** Approach through Stantec's S. FL hospitality practice.

19. Insite Studio

- **Location:** Palm Beach Gardens, FL
- **Web:** insitestudio.com
- **Notable Projects:** Hunter's Run Country Club, Frenchman's Creek clubhouse, Avenir resort amenities
- **Why:** Club and resort landscape specialists. Pool decks, patios, outdoor dining — all require FF&E. Steady pipeline of club renovation work.

20. Christopher Cawley Landscape Architecture (CCLA)

- **Location:** Miami, FL
- **Web:** christophercawley.com
- **Specialties:** Boutique hotels, oceanfront resorts, private gardens
- **Why:** Boutique hospitality focus. High-end outdoor furniture specs.

21. PLA Design Studio

- **Location:** South Florida
- **Web:** pladesignstudio.com
- **Specialties:** Resort design, high-end estates, community theming
- **Why:** Resort theming includes outdoor furniture and amenity FF&E.

TIER 2: STRATEGIC TARGETS

Important firms worth building relationships with for pipeline

D. National/International Firms with S. FL Presence

22. Arquitectonica ☀

- **Location:** Miami, FL (HQ)
- **Web:** arquitectonica.com
- **Why:** One of Miami's most influential firms. Global hotel portfolio. Early engagement critical on new projects.

23. Choeff Levy Fischman ☀

- **Location:** Miami, FL
- **Principal:** Ralph Choeff
- **Why:** Tropical modern luxury. Speaking at PROFILE Design Summit March 4. **Networking opportunity THIS MONTH.**

24. Touzet Studio ☀

- **Location:** Miami, FL
- **Principals:** Carlos Prio-Touzet, Jacqueline Touzet
- **Why:** Designing Silver Sands Key Biscayne (\$600M+ redevelopment). FF&E not yet specified. Construction late 2026.

25. Perkins+Will — Miami Office

- **Location:** 2800 Ponce de Leon Blvd, Coral Gables, FL
- **Web:** perkinswill.com/studio/miami
- **Notable Projects:** 1212 Lincoln Road (100 boutique hotel units + retail), Cisneros Group HQ
- **Why:** Major firm with hospitality practice. 1212 Lincoln Road = 100 hotel units in Miami Beach.

26. Handel Architects (NYC, active in Miami)

- **Web:** handelarchitects.com
- **Notable Projects:** Four Seasons Miami (220 rooms), 30+ hotels globally, Santander Tower Miami (under design)
- **Why:** Deep hotel brand relationships (Four Seasons, etc.). Active Miami pipeline.

27. The Beck Group — Fort Lauderdale

- **Location:** Fort Lauderdale, FL
- **Web:** beckgroup.com

- **Specialties:** Integrated architecture + construction for hospitality, Caribbean projects
- **Why:** Architecture + construction = they influence FF&E from both sides. Caribbean focus matches HI geography.

28. HKS Architects (Dallas, active in S. FL)

- **Web:** hksinc.com
- **Why:** Won 2025 Structures Award for Best Hospitality Project (with Jeffery Beers International). Active in S. FL.

29. Behar Font & Partners

- **Location:** Coral Gables, FL
- **Web:** beharfont.com
- **Specialties:** Mixed-use towers, 35+ years experience
- **Notable:** Linked to Okan Tower (Hilton Bayfront, 316 hotel keys). Major hospitality pipeline if confirmed.

30. Peacock + Lewis ☀

- **Location:** North Palm Beach & Naples, FL
- **Key Contact:** Kenneth Hart, Managing Director (Naples)
- **Specialties:** Private clubs, resort amenities since 1961
- **Why:** Club/resort renovation = steady FF&E refresh cycle.

31. Stiles Architectural Group ☀

- **Location:** Fort Lauderdale, FL
- **Why:** Part of Stiles development ecosystem. Gateway to their hotel pipeline.

E. Additional Interior Design Firms

32. Gulla Jonsdottir Design ★ (in Cloze, 2 entries)

- **Cloze Contacts:** Gulla Jonsdottir (+1 310-275-1401, segment: Customer — past), also Gulla Jonsdottir Deal (+1 800-500-4500, segment: Architect & Design)
- **Why:** LA-based designer who has done work with HI before (marked "past" in Cloze). **Reactivate this relationship.** She does hotel/restaurant interiors.
- **Angle:** You've worked together before. Simple reactivation: "What are you working on? Let's collaborate again."

33. Valerio Spinaci ★ (in Cloze)

- **Cloze Contact:** valeriospinaci@gmail.com / v.spinaci@operarei.com, +1 954-225-0243
- **Location:** Fort Lauderdale / Miami area
- **Why:** In your Architect & Design segment. Fort Lauderdale presence. Reach out and learn what he's working on.

34. Vanessa Budd / Beck Interiors ★ (in Cloze)

- **Cloze Contact:** vbudd@beckinteriors.com, +44 7733 451800
- **Why:** UK-based hospitality interiors firm. If they do Caribbean/international work, HI could supply FF&E.

35. Samy Chams / Prospect Design ★ (in Cloze, Customer segment)

- **Cloze Contact:** samy.chams@prospect-design.com
- **Why:** Already in CRM as a customer contact with design firm. Explore the relationship.

36. Iveta Dunn / Decoscape ★ (in Cloze, Customer segment)

- **Cloze Contact:** idunn@decoscape.com, +1 305-740-1649 / +1 954-655-7978
- **Why:** Design firm already in CRM. S. FL phone numbers. Potential interior design/FF&E connection.

TIER 3: WATCH LIST

Good to know, approach when bandwidth allows

37. Jeffery Beers International (NYC)

- Won 2025 Best Hospitality Project with HKS. Does luxury hotel/restaurant interiors.

38. Yabu Pushelberg (Toronto/NYC)

- Ultra-luxury hotel interiors globally. If they land a Miami project, HI should be ready.

39. Wilson Associates (Dallas/multiple)

- Major hospitality interior design firm. Active in Caribbean/Latin America.

40. Carlos Somoza Landscape Architecture (Miami)

- Contemporary tropical gardens, outdoor living. Potential outdoor FF&E spec partner.

41. KWD Landscape Architecture (Boca Raton)

- Luxury communities and country clubs. Palm Beach to Naples. Club furniture specs.

EXISTING CLOZE CONTACTS – ARCHITECT & DESIGN SEGMENT (27 contacts)

Priority reactivation targets (S. FL relevant, warm leads):

Contact	Company	Email	Phone	Action
Arianna Leopard	WATG	aleopard@watg.com	+1 713-205-0554	CALL THIS WEEK — she's at the #1 hospitality architecture firm
Scott Lee	SB Architects	slee@sb-architects.com	+1 615-491-6936	CALL THIS WEEK — Miami office, hospitality specialist
Lisa Lynn	Lund & Pullara	lisa@lundandpullara.com	+1 561-683-0311	CALL — Palm Beach interior design
Gulla Jonsdottir	Gulla Jonsdottir Design	(see Cloze)	+1 310-275-1401	CALL — past HI customer, reactivate
Valerio Spinaci	Opera REI / Independent	valeriospinaci@gmail.com	+1 954-225-0243	CALL — Fort Lauderdale based
Samy Chams	Prospect Design	samy.chams@prospect-design.com	—	Email outreach
Iveta Dunn	Decoscape	idunn@decoscape.com	+1 305-740-1649	CALL — Miami/FLL based

Other Architect & Design contacts (international, lower priority for tonight): - Alex Mavridis (Hotel Solutions Partnership, UK) - Elena Tsap, Etienne La'Brooy (Hotel Solutions Partnership, UK) - Vanessa Budd (Beck Interiors, UK) - Rick Newton (Resort CP, Charlotte NC — +1 704-715-7006) - Robyn Goetz (Fogo de Chao connection) - Theo Griscti (American Development, Colorado/Mexico) - Diana Martinez (IHG corporate) - Trinh To / Tô Trinh (TPL Design, Vietnam)

17 IMMEDIATE ACTION PLAN (Next 2 Weeks)

This Week

1. **Call Arianna Leopard (WATG)** — warmest lead, biggest firm
2. **Call Scott Lee (SB Architects)** — existing contact, Miami office
3. **Call Lisa Lynn (Lund & Pullara)** — Palm Beach interiors
4. **Call Gulla Jonsdottir** — past customer reactivation
5. **Email EoA Group (Malcolm Berg)** — they just did the Omni FLL interiors, 801 rooms

Next Week

1. **Attend PROFILE Design Summit** (March 4, Wynwood) — Kobi Karp & Ralph Choeff confirmed
2. **Intro meeting with HBA Miami** — they ARE hospitality FF&E in the Caribbean
3. **Reach out to Gensler Miami** (Dawn Gunter) — Westin Cocoa Beach is a \$420M project
4. **Contact ODP Architecture** — Deauville Hotel + Cloud One Hotel both breaking ground 2025-2026

March

1. **Attend Bisnow S. FL Architecture & Design Conference** (March 31, 2026)
2. **Build relationship with Nichols Architects** — gateway to every Marriott project in S. FL
3. **Contact Raymond Jungles** — outdoor/pool FF&E for every luxury resort he designs

KEY EVENTS FOR NETWORKING

Event	Date	Location	Who'll Be There
PROFILE Design Summit 2026	March 4, 2026	Wynwood, Miami	Kobi Karp, Ralph Choeff, developers, architects
Bisnow S. FL Architecture & Design	March 31, 2026	South Florida	Regional architects, developers, GCs
Hotel & Resort Design South	June 9-10, 2026	Miami Beach Convention Center	National hospitality architects, designers, FF&E buyers

Compiled for Higney International. Cross-referenced with Cloze CRM export (27 Architect & Design contacts) and existing HI Target List v2. All contact info should be verified before outreach.