

# HIGNEY INTERNATIONAL

## Hospitality Design & FF&E Procurement

### ABOUT

Higney International provides comprehensive interior design and FF&E (furniture, fixtures & equipment) procurement services for luxury hospitality properties worldwide. Founded by Peter Higney — the creative force behind the Nikki Beach brand — we bring over 75 years of combined global hospitality experience to every project.

We offer two core services, together or independently: **Design** and **Fulfillment**. Clients engage us for the full journey — concept through installation — or for either discipline on its own.

### DESIGN SERVICES

From initial concept to final specifications — we create spaces that perform.

- **Scope Analysis** — On-site assessment, FF&E audit, pricing & market analysis, value engineering
- **Schematic Design** — Mood boards, floor plans, material palettes, preliminary FF&E selections
- **Design Development** — Renderings, model rooms, tagged floor plans, final selections
- **Specification & Documentation** — Complete FF&E spec books, BOQs, RFQ-ready packages

We deliver presentation-ready design packages with photorealistic renderings, coordinated with project architects and ownership teams. Up to three revision rounds per phase, with formal stakeholder approval at each gate.

### FULFILLMENT & PROCUREMENT SERVICES

From purchase order to delivery — we source it, buy it, and ship it.

- **Global Sourcing** — Direct manufacturer relationships across the US, Europe, Vietnam, and Indonesia
- **Purchasing & Trust Management** — Dedicated trust accounts, transparent monthly reconciliation
- **Logistics Coordination** — Freight, customs brokerage, and delivery; warehousing and installation coordinated through trusted partners
- **Construction Administration** — Shop drawing review, sample approvals, RFI management, site visits, punch list

We work with leading manufacturers — Brown Jordan, Bernhardt Hospitality, Walters Wicker, Armani Casa, Perennials, Artistic Tile, Artistic Frame, Tuuci — alongside trusted factories in Asia, giving clients premium quality at the best possible value.

### NOTABLE PROJECTS

Property	Location	Scope
Ritz-Carlton Bal Harbour	Miami, FL	Pool & outdoor renovation — Design + Procurement
Nikki Beach Club	Global	Design + Procurement
Kimpton Angler's Hotel	Miami Beach, FL	Design + Procurement
The Shorely	Florida	Design & Furnishings
Santorini Restaurant	Miami Beach, FL	Furnishings
Maggiano's / Brinker International	National	Restaurant FF&E

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## WHY HIGNEY INTERNATIONAL

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**Design that drives revenue.** There's a gulf between design intent and operational efficiency. Most designers have never run a venue. Peter Higney spent 25 years doing both — designing the Nikki Beach brand, then operating 12 beach clubs and hotels as COO across four continents. That means every layout, every material choice, every furniture spec is informed by what actually moves the needle: table turns, covers per shift, service flow, revenue per square foot. Design should complement operations, not fight them.

**One team, concept through installation.** We eliminate the gap between what's designed and what arrives on-site. No hand-offs between firms, no lost intent, no surprises. Or engage us for design or procurement independently.

**Built for hospitality, not just aesthetics.** We know what survives sun, salt, rain, and 200 covers a night — and what pays for itself.

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## THE TEAM

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**Peter Higney** — CEO / Design & Strategy

**Austin Higney** — CFO / Procurement & Manufacturer Relations

**Marian Roman** — Financial Analysis

**Toluwanimi Saka** — Drafting & Design

**Shameen Higney** — Finance & Logistics

**Michael Sin** — Sales & Business Development

**Alexandra Dray** — Lead Designer



1720 Harrison St. Suite 16A, Hollywood, Florida 33020

T: 954-444-8754 | peter@higneyintl.com | www.higney-international.com