

T H E



B U R R O W

PARTNERSHIP PROPOSAL · 2026

The Burrow × Guitars Over Guns

A stage for Miami's young musicians, and a home for giving to live music.

THE OPPORTUNITY

Music changes lives when it's shared in the room.

THE BURROW BRINGS

The stage

An intimate salon on Miracle Mile, a listening audience and 29 Burrow Sessions and counting!

GOGO BRINGS

The next generation

Young musicians, trained mentors and the 501(c)(3) structure that lets patrons give.

TOGETHER

A circle of giving

Donors fund the artists who play, and watch Miami's young musicians take the same stage.



WHO WE ARE

An intimate cultural salon on Miracle Mile

Salons once brought artists, thinkers and patrons together. The Burrow revives that tradition for the modern world.

Burrow Sessions — intimate live performances: enjoy the music, get to know the artists, share the energy.

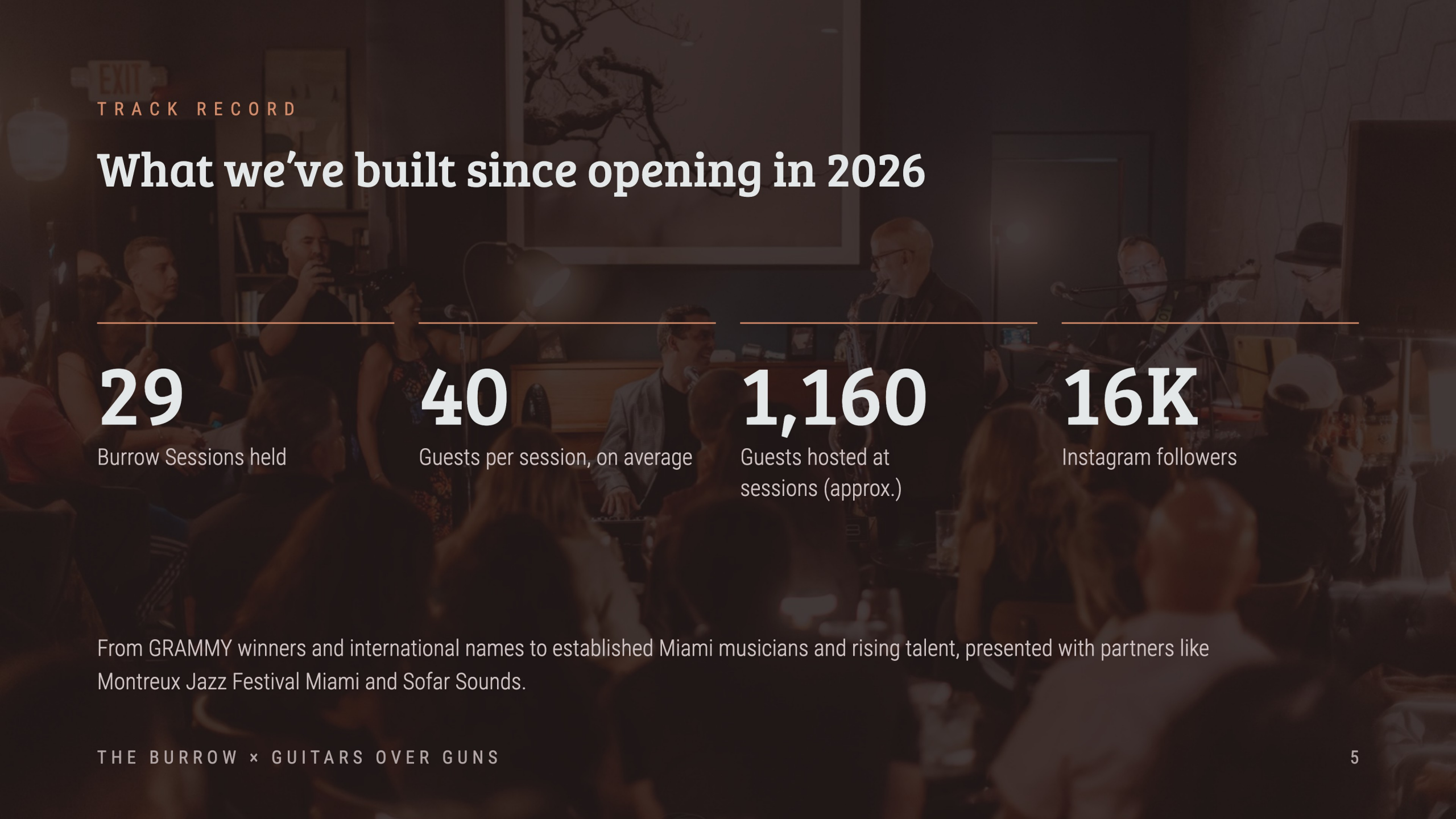
Experiences — food, drinks, vinyl listening and conversation on cultural and modern affairs.

BURROW SESSIONS

Inside a session

About 40 guests, a few feet from the artists, there to listen.



A dimly lit room with a jazz band performing. Musicians are visible in the background, some playing instruments like saxophone and guitar. The foreground is dark, showing the silhouettes of an audience.

TRACK RECORD

What we've built since opening in 2026

29

Burrow Sessions held

40

Guests per session, on average

1,160

Guests hosted at
sessions (approx.)

16K

Instagram followers

From GRAMMY winners and international names to established Miami musicians and rising talent, presented with partners like Montreux Jazz Festival Miami and Sofar Sounds.

ALREADY HAPPENING

A biweekly jam for young jazz musicians

Every two weeks, jazz students from the University of Miami and FIU take The Burrow's stage and play for a live audience that comes to listen.

The format works. Now it's time to create a monthly GOGO Jam, so GOGO's young musicians can experience a real stage, in front of a real audience.



ON OUR STAGE

Award-winning artists, in a room for 40

Dafnis Prieto

GRAMMY winner · MacArthur Fellow

Pancho Céspedes

2026 Latin GRAMMY Lifetime Achievement

Tal Cohen

GRAMMY winner · Barry Harris Piano
Competition winner

Wayne Escoffery

GRAMMY winner (Mingus Big Band)

César Orozco

Latin GRAMMY winner, Best Arrangement

Martin Bejerano

Latin GRAMMY nominee · pianist for Roy Haynes

Charlie Porter

GRAMMY-winning trumpeter

KerreKe

Latin GRAMMY winner, Best Folk Album

Vincent Hsu

Golden Indie Award, Best Jazz Album (Taiwan)

Also: Eleonora Strino, Gene Paul Gayol, Calixto Oviedo, Anna Paloma, José Armando Gola, Andy García, Luzia, Jahzel Dotel, Lino Piquero, Manuel Orza, Tremora, Fat Produce, The French Swing Collective, Uncle Scotchy & Harold Trucco.

IN THE PRESS

Miami's critics noticed

"There's an air of exclusivity, without being intimidating."

TIME OUT MIAMI · APR 2026

"You won't find another intimate venue like it in Miami..."

THE INFATUATION · MAR 2026

"The sound system is made to accent conversation, not overwhelm the senses."

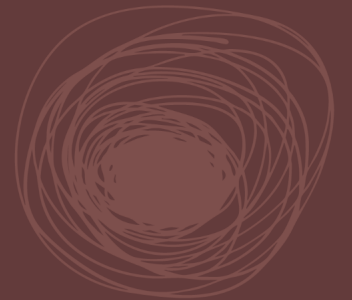
MIAMI NEW TIMES · JUN 2026

Also featured in Modern Luxury and Hoodline.

THE PARTNERSHIP

GOGO as fiscal sponsor. The Burrow as the stage.

Donations flow through Guitars Over Guns to pay the musicians and costs behind every Burrow Session.



HOW THE MONEY MOVES

Every dollar has a clear path to the stage



Guitars Over Guns Organization Inc. is a 501(c)(3) public charity (EIN 26-2644682). Tax-deductibility of gifts and receipting to be confirmed with GOGO.

Who does what

Guitars Over Guns

- Receives donations and issues tax receipts
- Holds funds in a restricted Burrow Sessions fund
- Pays artists and session costs on approved budgets
- Retains a 15% administrative fee
- Brings students and mentors to a monthly GOGO Jam

The Burrow

- Keeps full artistic curatorship of every session
- Produces and hosts each session and GOGO Jam
- Submits session budgets and artist invoices
- Finds session sponsors and reports back to them
- Promotes the partnership to its members and audience

ARTISTIC DIRECTION

The Burrow keeps full curatorship, and stays open to great collaborations

We choose every artist and shape every program. Sponsorship funds the room; it never decides who plays in it.

COLLABORATION

Montreux Jazz Festival Miami

Presented Burrow Sessions No. 4 with the Andy García Trio, February 2026.

COLLABORATION

Sofar Sounds

Brings its intimate shows to The Burrow, featuring Grace Miller Moody on December 10, 2026.

Donors sponsor a night, not a budget

Each donor underwrites one or more specific sessions. The gift covers that night's artists, sound and GOGO's fee, and the donor is named as its sponsor.

GOGO JAM

\$250

GOGO students on The Burrow's stage, monthly

OPENER

\$2,000

Up-and-coming artists and rising talent

FEATURE

\$4,500

Established Miami musicians with a following

HEADLINER

\$7,500

International and GRAMMY-winning artists

MAIN EVENT

\$12K+

Headline concerts and special productions

THE ADMINISTRATIVE FEE

15% to GOGO, at the top of the typical range

Benchmark	Typical fee
National Network of Fiscal Sponsors	9–15%
Propel Nonprofits (via Mission Edge)	5–15%
Nonprofit Association of Oregon	7–15%
Fractured Atlas (arts sponsor)	8% flat

OUR PROPOSAL

15%

Of every \$1,000 a sponsor gives, \$850 goes to the stage and \$150 to GOGO.

ARTIST TIERS

What a Burrow Session costs, by artist tier

Tier	Artist profile	Artist fee	Session total*	With 15% feet
Opener	Up-and-coming artists and rising talent	\$900–\$1,500	\$1,100–\$1,700	\$1,294–\$2,000
Feature	Established Miami musicians with a following	\$1,501–\$3,500	\$1,701–\$3,700	\$2,001–\$4,353
Headliner	International and GRAMMY-winning artists	\$3,501–\$6,000	\$3,701–\$6,200	\$4,354–\$7,294
Main Event	Headline concerts and special productions	\$10,000–\$20,000	\$10,200–\$20,200	\$12,000–\$23,765

*Artist fee plus \$200 per session for the sound engineer and equipment. †Session total divided by 0.85, so GOGO's 15% fee is covered.

A YEAR OF SPONSORSHIP

40 Burrow Sessions and 12 GOGO Jams: about \$130K

Event	Count	Artist fees	Sound	Total
Openers	26	\$31,200	\$5,200	\$36,400
Features	8	\$20,000	\$1,600	\$21,600
Headliners	4	\$19,000	\$800	\$19,800
Main Events	2	\$30,000	\$400	\$30,400
GOGO Jams	12	—	\$2,400	\$2,400
Total cost	52	\$100,200	\$10,400	\$110,600

SPONSORSHIPS NEEDED

\$130K

Including about \$19.5K to GOGO at 15%.

Artist fees at each tier's midpoint: Opener \$1,200 · Feature \$2,500 · Headliner \$4,750 · Main Event \$15,000. Sound \$200 per event.

THE YOUTH TIE-IN

GOGO Jam at The Burrow, once a month

Built on our UM and FIU student jam: GOGO students play a real room for a real audience, and donors watch them grow.

A real stage — The Burrow's sound, staff and a listening crowd.

Visible progress — donors hear the same students improve over the year.

\$250 a night — the lightest way for a new donor to sponsor.



NEXT STEPS

Four steps to the first GOGO Jam

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|-----------|---------------------------------|---|
| 01 | Agree the terms | Fiscal sponsorship agreement, the 15% fee and the restricted Sessions fund. |
| 02 | Confirm tax treatment | GOGO confirms gifts are tax-deductible and how donors are receipted. |
| 03 | Pilot the first GOGO Jam | Students on The Burrow's stage on [date], with an invited donor audience. |
| 04 | Launch to donors | Offer session sponsorships from [date], alongside the 2027 calendar. |
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T H E



B U R R O W

Follow the rabbit.

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