

ON THE EDGE – MATTHEW ORCHER

BOURKE NSW

Reasons why Matthew went into business

- To turn a hobby into a business
- To generate income from his love of music

The story so far

Matthew worked for the Gundabooka CDEP in Bourke. During lunch/tea breaks he would get together with a few work friends and entertain everyone by singing and playing the guitar.

With their friends' encouragement Matthew and some friends decided that they should seriously consider forming a band.

So far, On the Edge has performed at the Bourke Bowling Club, Brewarrina and Walgett.

Funding (if any) to support business development

Matthew is a participant in the ISEP program and has received a business loan from that source. Mathew has used the funds from DEWR (ISEP) to purchase a PA system, drums and lighting.

Stakeholders within the business or who have helped

On the Edge consists of Matthew and five other members.

Mentoring advice from the Parkes Forbes BEC through the ISEP and AEDO programs.

Business planning, how implemented and timeframes for the development of the business

There is no Business Plan as such but Matthew has ideas in place in regard to the band's future. At this point of their career, they are aiming to produce a single to add to the two CDs they have already made.

Economic and employment impact

While the band is up and running and has been playing at various venues there has been little financial benefit to date.

Success factors and lessons learnt

A big reality lesson that Matthew and other band members have learnt is that there are business expenses. Money coming in should not be spent until the bills have been paid. For example, the band were paid \$1,000 for their first performance – they thought they “were in clover” until the bills started coming in.

Advice to others contemplating the enterprise option

Do not take the profits and run – you need to invest back into the business to set yourself up for the future.

Best practice

Keep accurate records of income and expenditure.

Practice to be the best all the time.

Contacts, Links, Resources

Department of Employment and Workplace Relations (DEWR)

Parkes Forbes BEC



On the Edge – Les Barker and Matthew Orcher