



Spreading the warmth.

Husband and wife team and business partners Craig and Deb Hosking have been running their business, Austral Tree Services, for two decades and in that time have honed their philanthropic flair.

"We've always been interested in the not-for-profit sector and have regularly made donations, but one day we looked at each other and said 'how can we help more?'" Mrs Hosking said.

"We have always prioritised philanthropy."

The pair realised that they could only do so much in terms of financial donations and began to investigate how they could generate more sustainable income to support the not-for-profit sector in South Australia.

"We looked at what we had at our disposal and realised that through our tree pruning and removal activities, we have access to a lot of by-product in the form of kindling, firewood and garden mulch – lots of it," she said.

"It made good sense to put it to good use.

"At the end of 2013 we purchased some plant and equipment to process it with profits raised from selling these by-products from our tree pruning and removal operations going into the foundation.

"By our second season we sold more than 500 tonnes, and with the support of Austral Tree Services, our sister company, we were able to deposit \$50,000 into the foundation."

So far the Hosking's Wood for Good Foundation has supported various not-for-profit organisations, including St Vincent de Paul, the Cure4CF and a Cambodian children's support centre.

The Hoskings are members of both Philanthropy Australia and Impact 100 SA. These organisations support the philanthropic endeavours of the corporate sector, as well as individuals who want to contribute to the wider community and support not-for-profit organisations.

The couple aims to grow the Wood for Good Foundation with a view to it becoming a major giver in Adelaide.

"That's the goal, but it will take a while and we know that and it may be something the next generation manages," Mrs Hosking said.

"We're a young foundation and we are still learning."

Mrs Hosking said starting a giving program does not have to be onerous.

"Look at your business and where there is wastage or by-product which could somehow be used to generate income," she said.

"It might take a bit of energy and time, but it can make a big difference in the community."

She said that South Australians were generous and it was up to the corporate sector to lead the way and present options that created a win-win.

Purchase your firewood from Wood for Good and spread the warmth – you can learn more at www.woodforgood.com.au.

The top five.

The top five employing not-for-profit sub-sectors are:

- Social services (296,900);
- Education and research (276,300);
- Culture and recreation (128,900);
- Health (excluding hospitals 124,100); and
- Miscellaneous (88,100).



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Deb Hosking
Wood for Good Chief Executive Officer