

Basic information about the recipient of the crowdfunding and the investment target

This document contains basic information about the recipient of the crowdfunding and the investment target. This Basic Information Document is not marketing material, but contains information required by law from the recipient of crowdfunding. It is recommended that you read this document to understand what you are investing in and the risks associated with your investment.

Basic Information Document

Cooperative Our Land Tuusula's share issue 15.1.–28.2.2022.

1. Basic information

The recipient of the crowdfunding is Osuuskunta Tuusulan Oma Maa (Cooperative Our Land Tuusula – from here on Oma maa) and the investment target is an equity share. The share issue will raise 70.000 euros and issue 1,400 equity shares worth 50 euros each.

The funds raised in the share issue will be used to repair and renew machinery and equipment needed in agriculture and horticulture, renew and increase the number of crops, improve the land, and develop food processing.

The funds raised in the share issue will also be used to pay off Oma maa's financial commitments. The funds raised in the equity share issue are used to repay those loans given by the loan circle organized in the spring of 2021 (maximum 22.720 euros and interest) that the members of the loan circle do not wish to convert into equity shares. In addition, the remaining investment debt accrued in 2020 to member farmer Jukka Lassila will be paid off (11.078 euros).

Oma maa conducts this crowdfunding itself and thus has no intermediary for crowdfunding.

2. Risks

The investment involves the following key risks:

- You may lose some of or all the capital you have invested.
- You might not get any return on your investment.
- It is possible that you might not be able to sell your investment at the time you want, if at all.
- The Basic Information Document has not been written by an external party, but by Osuuskunta Tuusulan Oma Maa.
- As a shareholder, you cannot exercise voting rights on the recipient of the crowdfunding.

Other risks are:

Community Supported Agriculture (CSA) is an alternative model for food production that is about more than the food consumption of average Finnish people. The number of 100 permanent subscribers will cover the costs of operational activities. The operational result has not been in balance during previous financial years, which is why the cooperative has accumulated a deficit of 73.659 euros from that period. The cooperative has been able to continue its operations because member farmer Jukka Lassila has given loans to the cooperative.

The cooperative's activities are based on co-production including both food members and producer members, which constitutes a major cultural change in food production. Oma maa has hired two workers, and three member farmers of the cooperative are paid for production. The development of co-production processes requires members, in particular food members, to understand that their own work is part of producing together, not only ad hoc voluntary work on the farm. In order to strengthen co-production, food members need to learn to see not just their own role and tasks, but all the roles and responsibilities involved in CSA.

The deficits have made it impossible to make all the necessary investments on the farm and additionally wages for workers have been low. The activities are dependent on people who should receive adequate compensation for their work. The workload of the farmers must be reduced, and the development of the food bags must be supported by investing in machinery, equipment, and land improvement.

Oma maa does not own the arable land on which the production takes place. Member farmers have the knowledge of cultivation and farm entities. Accidents can happen on the farm and farmers can get sick, which can cause production to stop unexpectedly. The production agreements with member farmers are verbal, which can lead to more conflicts in problematic situations than if the agreements were in writing.

There are many weather-related uncertainties and labor resource forecasting problems associated with agriculture. Harvesting can fail due to drought or excessive rainfall, and the weather can change work schedules even at short notice. During harvesting, problems can also be caused by a shortage of volunteering food members, resulting in a failure to harvest all the crops before frost arrives.

3. Information on the recipient of the crowdfunding

The recipient of the crowdfunding is Osuuskunta Tuusulan Oma Maa (Cooperative Our Land Tuusula), business ID 2308690-0.

The address of the cooperative is Kaarlenkatu 15, 00530 Helsinki. The e-mail address is toimisto@omamaa and the cooperative's website can be found at www.omamaa.fi.

The legal form of Oma maa is a cooperative. The registration date of the cooperative is April 20, 2010.

Oma maa's Board of Directors includes John Dunn, Maja Lieveska (Chairman), Merita Miftani, Emmi Skyten, and Ruby van der Wekken. Satu Alhojärvi is the cooperative's activity auditor.

In the cooperative, each member has one vote. The producer member's membership share is 1.000 euros and the food member's membership share is 200 euros. Ownership is not concentrated on certain members, but each member owning from one to four shares.

Description of the business activities

Oma maa is a food cooperative formed of producer members (food producers and farmers) and food members (consumers) based on the principles of Community Supported Agriculture (CSA). Oma maa produces organic food for its members.

The cooperative's vision is a world where people reconcile their lives with the environmental carrying capacity of the earth by building together a sustainable, meaningful future where the entire biodiversity flourishes. The cooperative participates in carbon sequestration through practices of strip and non-dig farming, and well-planned crop rotation. The diverse production, including a forest garden, also enhances the diversity of species and organisms.

Oma maa's production takes place on two cooperative farms in Tuusula, Lassila Farm and Kauko Farm. The cultivation practices are based on the principles of permaculture adapted to local conditions, and the efficient recycling of local natural resources.

Food members can order a food bag based on open land production, greenhouse production, and the henhouse. The cooperative operates all year round, and its production and food products vary according to the seasons. Members commit to ordering a food bag for the entire harvest season at a time. The harvest fees per type of production is defined separately for each harvest season. The food bag can be picked up every week or every other week from a distribution point, thus avoiding unnecessary packaging and large transport emissions. Oma maa produces vegetables, roots, herbs, berries, fruits, cereals, and legumes. The food bags also include processed food products such as grains, flakes, flour, bread, oat yogurt, vegetable patties, falafel, potato and root casseroles, lasagna, and jam.

Food members pay a monthly harvest fee to Oma maa. The cooperative pays its producer members (i.e., its member farmers) in the form of production fees or salaries for the cultivation and food processing work they perform. In addition, the food members help with the cultivation and food processing work, distribute the food bags at the distribution points, and are included in the administration and communication work.

Food members include both families and individuals from the Helsinki metropolitan area. The food bag can be divided. The food bag serves as a good basis of a plant-based diet for 2-4 people.

Description of the financial situation

Oma maa has been a CSA-based cooperative for producers and consumers since 2014. The amount of food bag orders and revenues from the food bags has varied from year to year. In 2021, there were around 80 food bag orders per week on average. The revenues from 80 food bags are not yet enough to cover the cost of food production nor the investments required in agriculture.

In 2021, Oma maa made a surplus of 117.679 euros, due to the cancellation of one long term loan. However, the financial situation of the cooperative is still weak. The results of previous years have been in deficit, and on December 31, 2021, the capital and reserves of the cooperative were in deficit of 73.659 euros. Oma maa has been able to continue its operations in this challenging financial situation, as the member farmer Jukka Lassila has given loans to the cooperative.

The cooperative has been investing in machinery, equipment and seedlings needed for agriculture, as well as in the development of food processing since 2019. The investment work has been expanded and will be gradually expanded further. The investments have been financed with loans from member farmer Jukka Lassila and the 22.720 euros funding gathered through the loan circle formed in the spring of 2021.

Oma maa's share capital increased by 7.800 euros in 2021, totaling 77.200 euros on December 31, 2021.

Financial statement for 2021

Oma maa's surplus for 2021 was 117.679 euros, when in 2020 the cooperative's result was a deficit of 23.131 euros. The surplus was caused by the cancellation of one single accounting item, a long-term debt of 156.253 euros, as it was recorded as operating income.

In 2021, Oma maa's net sales were 130.945 euros, which represents a decrease from net sales in 2020 (142.975 euros). A total of 158.426 euros was recorded as other income in 2021, compared to only 13.770 euros in 2020.

The cooperative's costs consist of production fees paid to farmers, purchases for the farm, personnel costs for three workers, depreciation, and rent for two premises and other costs. In 2021, purchases decreased from 78.159 euros to 66.980 euros. There were no major changes in personnel costs and a total of 36.040 euros was spent on them in 2021.

Table 1. Oma maa's income and expenditures 2019—2021.

	2021	growth	2020	growth	2019
Income					
Net sales	130.945	-8 %	142.975	28 %	111.329
Other income	158.426	1051 %	13.770	212 %	4.417
Expenditures					
Personnel costs	36.040	-8 %	39.353	328 %	9.201
Member farmers	51.838	-18 %	63.462	8 %	58.647
Investments (seedlings etc.)	6.994	137 %	2.956	-	0
Rents	32.649	19 %	27.350	-14 %	31.800
Depreciations	7.764	60 %	4.861	138 %	2.040
Other costs	36.407	-13 %	41.894	73 %	24.259
TOTAL	117.679		-23.131		-10.201
Investments added to the balance sheet	7.951		13.321		3.759

Assets on December 31, 2021

On December 31, 2021, Oma maa's assets totaled 35.724 euros. The assets consist of 14.769 euros worth of agricultural machinery and irrigation system, 14.967 euros worth of receivables, and a total of 5.987 euros worth of cash in hand and at banks.

Table 2. Oma maa's assets 2019—2021.

	31.12.2021	31.12.2020	31.12.2019
Assets			
Machines, equipment and irrigation system	14.769	14.582	6.121
Receivables	14.967	15.771	13.999
Cash in hand and at banks	5.988	13.635	11.661
TOTAL	35.724	43.990	31.782

Liabilities on December 31, 2021

On December 31, 2021, Oma maa had a total of 7.860 euros in long term debts (a loan period of more than one year) to the cooperative's members.

Short term debts consisted of accounts payable 66.582 euros, other liabilities 26.248 euros, and accrued liabilities 2.580 euros. Most of the accounts payable (60.706 euros) were owed to members of the cooperative. Most of the other liabilities (22.760 euros) were loans from the loan circle created in the spring of 2021 to fund investments. Accrued liabilities were accruals for pensions and other employee contributions related to personnel expenses.

Table 3. Oma maa's capital and reserves, and creditors 2019—2021.

	31.12.2021	31.12.2020	31.12.2019
Capital and reserves			
Subscribed capital	78.400	69.600	57.200
Deficits	-152.060	-269.739	-246.608
Total Capital and reserves	-73.660	-200.139	-189.408
Creditors			
Member farmer	55.526	217.326	201.507
Loan circle	22.760	0	0
Other creditors	31.098	26.803	19.683
Total Creditors	109.384	244.129	221.190
TOTAL	35.724	43.990	31.782

Responsibilities on December 31, 2021

Oma maa is leasing a café space from Asunto Oy Arla in Helsinki, located at Kaarlenkatu 15. The space is used as a member space for the cooperative, and as a distribution point. The notice period for the café space is three months and the three-month rent is a total of 2.550 euros (VAT 0%).

In addition to the café space, Oma maa has subleased a food processing space from Jukka Lassila / Lassila Farm in Tuusula, located at Rannankoukku 22. A guarantee rent of 2.250 euros has been paid for the production space. There is no mention of a notice period in the lease. The lease agreement between Jukka Lassila and the landlord Rannankoukku Oy has a three-month notice period. The three-month rent for the food processing space is 5.400 euros (VAT 0%).

Additional information on the purpose of the funds to be raised

Oma maa will use the funds raised through the share issue to renovate and renew machinery needed in agriculture and horticulture, to renew and increase the number of crops, to improve the soil, and to further develop food processing. In addition, the funds will be used to reduce the cooperative's indebtedness.

In the spring of 2021, Oma maa established a loan circle to enable the cooperative to make the necessary investments during the summer growth season. The loan circle was established as short-term bridge financing before the cooperative could strengthen its own capital and reserves by issuing equity shares. At the same time, it was decided to propose to the members a change of the cooperative's rules that would allow equity shares and start the preparations for a share issue. Already in the spring of 2021, members of the loan circle were informed that they would have the opportunity to convert their loans into Oma maa's equity shares. The decision on the share issue was made at the end of 2021.

35 members participated in the loan circle and a total of 22.720 euros in funding was raised. The loan circle's funding was used to improve the irrigation system, to purchase a personnel lift, a bench maker and other machinery and equipment related to food processing, and to purchase strawberry, honeysuckle and grape seedlings for a total of 17.678 euros. The remaining 5.042 euros was used to pay off some of the investment debt accrued in 2020 (a total of 16.120 euros) to member farmer Jukka Lassila.

The members of the loan circle have the opportunity to convert their loans into equity shares in the share issue. Loans that are not converted into equity shares will be paid off with interest. In addition, the funds raised in the share issue are used to pay off the remaining investment debt accrued in 2020 to member farmer Jukka Lassila (11.078 euros).

4. Information about the investment target and the offer

Key rights, restrictions, and characteristics of the equity shares

Oma maa's equity shares are transferable. However, there is no general aftermarket for the shares, where an investor could inform of his intention to sell the shares.

Owning an Oma maa equity share entitles the holder of the equity share to attend and speak at the cooperative's meetings. However, shareholders do not have voting rights at cooperative meetings.

One representative of the shareholders can also be elected to the Board of Directors. Shareholders, like members, have the right to attend board meetings.

In Oma maa, shareholders are in a priority position if distributable funds are distributed out of the cooperative. The general meeting decides on the distribution of this surplus. The rules of the cooperative stipulate that at least one third of the surplus is distributed to shareholders. If more of the surplus is distributed, at least half of it will always be distributed to the shareholders.

Offered equity shares

There are 1.400 equity shares issued. The subscription price for one share is 50 euros. There are no costs associated with purchasing equity shares.

Subscription period for the equity shares:

- Between January 15 and January 28, 2022, the share issue will be offered with a primary subscription right to the members of the cooperative who at the time of subscription own at least one membership share in the cooperative (primary subscribers).
- Between January 29 and February 28, 2022, the remaining shares will be offered for subscription by the public (secondary subscribers).

The subscription price will be paid no later than March 14, 2022, either in cash or by offsetting them against the debt given by the subscriber to the cooperative.

Oma maa's Board of Directors will approve the subscriptions by March 21, 2022. The Board of Directors may, at its own discretion, suspend or extend the subscription period. In the event of an oversubscription, the Board of Directors will decide on the allocation of new equity shares among the subscribers.

There will be no printed share certificates made for the equity shares. The subscriber commits to not to require printed share certificates in the Subscription Commitment. Once the equity shares have been registered, an information package will be sent to all shareholders via email. The information package also includes a list of the cooperative's equity shares, which shows the subscribed shares.

The equity shares are assets of the shareholder and need to be declared to the tax administration on the tax return. No taxes are paid for holding the equity shares. Any income from the equity shares, such as interest distributed by the cooperative and capital gains from the sale of equity shares, are taxed.

Other information

This basic information about the recipient of crowdfunding and the investment target are up-to-date.

This Basic Information Document has been published January 24, 2022.

You can get further information about the recipient of crowdfunding free of charge by email at toimisto@omamaa.fi and by phone at +358 (0)50 436 2171 (Ruby van der Wekken). You can also find more information about the share issue on the cooperative's website at <http://www.omamaa.fi/shares>.