

# RESOURCES FOR BEGINNING FARMERS



Strengthen your farm business skills with these resources from around the agriculture community!

## Building and Managing Farm Teams

- [Farming into the Future by Centering Farm Workers](#) by Sarah Janes Ugoretz, Anita Adalja, Rue PolICASTRO
- [Farm Labor Dashboard](#) – tips, tools, and techniques to effectively recruit, hire, train, and retain workers, including an employee cost estimator
- [Not Our Farm](#) – a resource for farm workers in understanding rights and expectations of employers
- [TEAMs \(Training and Education for Aspiring Managers\)](#) – a program for farm managers hosted by FairShare CSA coalition.
- [Become the Employer of Choice](#) – a training program from Sarah Janes Ugoretz hosted by FairShare CSA coalition.
- [Scrum Project Management](#) by Scrum expert and Terra Firma teacher Andrea Heim
- [Scrum Intro & Worksheet](#) by Andrea Heim
- [Template for Check-in Meetings](#) by Sarah Janes Ugoretz
- [Self-Scoring for Farm Tasks for Delegation Template](#) by Robyn Calvey
- [Disappointments to Action](#) worksheet
- Suggested Readings:
  - [Becoming the Employer of Choice](#) by Bill Skinner and Rick Munson
  - [Holacracy](#) by Brian J. Robertson
  - [Four Thousand Weeks](#) by Oliver Burkeman



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## Goal Setting, Reviews, and Productivity

- [Foundations Exercise Worksheet](#) from Footprint Farm's Hippo Camp
- [Holistic Goal Worksheet](#) from Footprint Farm's Hippo Camp
- [Year End Review Template](#) from Footprint Farm's Hippo Camp
- [Whole Farm Planning Worksheet](#) from the Savory Institute (via Asher Wright at Caney Fork Farms)
- [Ensuring Decisions Are In Context](#) from the Savory Institute (via Asher Wright at Caney Fork Farms)
- [Defining the Whole and Creating a Holistic Context](#) from the Savory Institute (via Asher Wright at Caney Fork Farms)
- Suggested Readings:
  - [Brave New Work](#) by Aaron Dignan
  - [Tiny Habits](#) by B.J. Fogg
  - [Drop the Ball](#) by Tiffany Dufu
  - [The Four Tendencies](#) by Gretchen Rubin
  - [The Checklist Manifesto](#) by Atul Gawande
  - [The Lazy Genius](#) by Kendra Adachi
  - [Getting Things Done](#) by David Allen
  - [Essentialism](#) by Greg McKeown
  - [The Goal](#) by Eliyahu M. Goldratt
  - [Work Clean](#) by Dan Charnas





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## Planning & Record Keeping

- [Dan Brisebois' website](#), including crop plan templates, record keeping farm planning spreadsheets, and an online course for in-depth crop planning.
- [Ben Collins' newsletter](#); Ben is an expert in navigating Google sheets and highly recommended by Dan Brisebois.
- [Crop Planning for Organic Vegetable Growers](#) by Dan Brisebois and Frédéric Thériault
- [Annual Farm Budget Template](#)
- [Farm Accounting – Chart of Accounts Template](#)
- Suggested Readings:
  - [Plant For Profit: Income Opportunities in Horticulture](#) by Francis X. Jozwik and Dr. Jozwik
  - [Principles](#) by Ray Dalio

## Marketing

- [Marketing and Social Media Tips](#)
- [My Digital Farmer podcast](#)
- [Ideal Customer Worksheet](#)





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## Cost-Share Grants, Sustainability, and Technical Assistance

- [Grants for Middle Tennessee Farmers and Beyond spreadsheet](#)
- Agencies
  - [Natural Resources Conservation Service \(NRCS\)](#)
  - [Find your local USDA service center](#)
  - [Soil and Water Conservation Districts \(SWCD\)](#)
  - [University of Tennessee Extension \(UT ext\)](#)
  - [Farm Service Agency \(FSA\)](#)
- Programs
  - [Tennessee Agricultural Enhancement Program \(TAEP\)](#)
  - [Environmental Quality Incentives Program \(EQIP\)](#)
  - [Conservation Stewardship Program \(CSP\)](#)
  - Cumberland River Compact's [River Friendly Farms certification](#)

