

THE FIELD SCHOOL E-COURSE



COURSE 1 Dream It

Meet the farmers involved in this series and learn the joys and challenges of running a farm business.



Direct Link:

[Module 1: Meet the Farmers](#)

COURSE 2 Do It

Learn how to work with Natural Resources Conservation Services to assess & manage your farm resources.



Direct Links:

[Module 1: An Intro to NRCS](#)

[Module 2: NRCS in Action at Grand Oak Farm](#)

[Module 3: NRCS in Action at Brookhaven Farms](#)

COURSE 3 Sell It

Learn how to identify sales outlets for your products, target specific customers, and use low cost platforms to market your products.



Direct Links:

[Module 1: Intro to Marketing](#)

[Module 2: Moving Products](#)

[Module 3: Farmers Markets](#)

[Module 4: Agritourism](#)

[Module 5: Marketing Reflections](#)

COURSE 4 Manage It

Learn how to effectively keep records on your farm and improve systems to optimize farm viability and profitability.



Direct Links:

[Module 1: Small Farm Profitability](#)

[Module 2: Farm Viability](#)

[Module 3: Farm Planning](#)

[Module 4: Small Farm Optimization](#)

[Module 5: Record Keeping](#)

COURSE 5 Grow It

Learn how to grow a farm business through loans and programs designed for farmers with Farm Services Agency (FSA) and the TN Agriculture Enhancement Program (TEAP).



Direct Links:

[Module 1: Intro to Farm Services Agency \(FSA\)](#)

[Module 2: FSA in Action](#)

[Module 3: Intro to TEAP](#)

[Module 4: Farmers Perspectives on TEAP](#)

[Module 5: TEAP in Action](#)

COURSE 6 Keep It

Learn how farm owners and lessees build successful lease agreements & understand how farms evolve and succeed.



Direct Links:

[Module 1: Leasing Farm Land](#)

[Module 2: Experiences & Best Practices](#)

[Module 3: Reflections, Evolution & Succession](#)