# Building Oklahoma Businesses

How work, land, and money can help a community

**3.C.4.2.B** "Describe how notable Oklahoma entrepreneurs (e.g., Gordon and May Lillie, O.W. Gurley, Frank Philips, Tom and Judy Love, Bill Braum) used their labor, land..."

NAME _____ DATE _____

## 1 READ AND MARK

Read it twice

**YOUR JOB** Underline work Gurley and the Loves did, circle a place each used for business, and put a star by money each used. Number two ways their businesses helped other people.

### From One Place to Many

1. In the early 1900s, O.W. Gurley saw a chance to build in Tulsa. He bought land in an area that became Greenwood. Gurley used his time and effort to plan and run businesses there, including a store. He used money to buy property and put up buildings. He sold or rented space to other Black business owners. More shops opened, and Greenwood became a busy Black neighborhood.

2. In 1964, Tom and Judy Love opened a gas station in Watonga, Oklahoma. They used $5,000 in savings to start the business. Their station had a place along a road where drivers could stop. The Loves worked to serve customers and grow their company. Over time, their business added more places that sold fuel and food. Those stops gave travelers useful services and created jobs in Oklahoma.

3. Gurley did more than open one store. His property gave other people room to start their own shops. The Loves also grew beyond one stop. They opened many more stops for drivers. In each story, people used their work, a place to do business, and money or equipment. Their choices helped other people earn a living in Oklahoma.

## 2 ANSWER WITH EVIDENCE

Use the passage

1. How did Gurley use land to help other business owners?

2. How did Gurley use his work and his money to help build Greenwood?

3. How did the Loves use money, a place, and their work to build their business?

4. How did Gurley's business and the Loves' business each help other people in Oklahoma?

## 3 YOUR TURN

Your own words

Imagine you start a business in Oklahoma. In three or four sentences, tell how you would use your work, a place, and money or tools to build it, and how it would help your community.

ANSWER KEY

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GRADE 3 · 3.C.4.2.B

## PART 1 · READ AND MARK

Underline work Gurley and the Loves did, circle a place each used for business, and put a star by money each used. Number two ways their businesses helped other people. Accept any marking that follows this job and points at the right text.

## PART 2 · ANSWERS

| # | QUESTION | ANSWER |
|---|---|---|
| 1 | How did Gurley use land to help other business owners? | **He bought land and sold or rented space to other Black business owners.** |
| 2 | How did Gurley use his work and his money to help build Greenwood? | **He planned and ran businesses, and he used money to buy property and put up buildings.** |
| 3 | How did the Loves use money, a place, and their work to build their business? | **They used $5,000 in savings to start a gas station, served drivers at a place along a road, and worked to serve customers and grow the company.** |
| 4 | How did Gurley's business and the Loves' business each help other people in Oklahoma? | **Gurley's property gave other owners space for shops. The Loves' stops served travelers and created jobs.** |

## PART 3 · YOUR TURN (SAMPLE ANSWER)

I would open a bike repair shop in my town. I would use a small shop space and buy repair tools with my savings. I would work each day to fix bikes and teach kids how to care for them. My shop would help neighbors keep their bikes safe to ride.

Accept answers that accurately connect each resource to what an entrepreneur did. For Part 3, accept any workable business idea that explains work, a place, money or tools, and a benefit to the community.