# Building Oklahoma Businesses

Read how business owners used resources and helped their communities.

**3.C.4.2** "Examine how entrepreneurs have contributed to the state's economy. Explain how labor (human effort), land (natural resources), and capital (tools, machinery, technology) are used to produce goods and services..."

NAME _____ DATE _____

## 1 READ AND MARK

Read it twice

**YOUR JOB** In each business owner's story, underline one example of labor, circle one example of land or a natural resource, and draw a box around one example of capital.

### Two Ways to Build a Business

1. An entrepreneur starts a business to meet a need. Every business uses three kinds of resources. Labor is the work people do. Land means natural resources, such as sunlight and rocks. Capital means tools, buildings, and machines people make to help them work. In Oklahoma, business owners have put these resources together in different ways.

2. O. W. Gurley bought land in Tulsa's Greenwood area in the early 1900s. He sold lots to Black families and business owners. That selling took his labor. The land gave people places to build. Gurley also built a boardinghouse, a building where travelers could pay to stay. That building was capital. His work helped Black-owned businesses grow in Greenwood.

3. Frank Phillips and his brother L. E. started Phillips Petroleum in Bartlesville, Oklahoma, in 1917. Workers used their labor to drill for oil beneath the land. Oil was the natural resource. Drilling rigs and pipes were capital that helped bring oil to the surface. The company sold oil and made jobs. Frank also helped pay for a hospital in Bartlesville.

## 2 ANSWER WITH EVIDENCE

Use the passage

1. Name one example each of labor, land, and capital in Gurley's story.

2. How did Gurley's work help people in Greenwood?

3. Name one example each of labor, land, and capital in Phillips's story.

4. How did Phillips's business and his own actions make a difference in Oklahoma?

## 3 YOUR TURN

Your own words

In three sentences, invent an Oklahoma business that sells a good or service. Explain how it would use labor, a natural resource, and capital, and tell how it could help the community.

ANSWER KEY

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GRADE 3 · 3.C.4.2

## PART 1 · READ AND MARK

In each business owner's story, underline one example of labor, circle one example of land or a natural resource, and draw a box around one example of capital. Accept any marking that follows this job and points at the right text.

## PART 2 · ANSWERS

| # | QUESTION | ANSWER |
|---|---|---|
| 1 | Name one example each of labor, land, and capital in Gurley's story. | **Labor: selling lots. Land: the land he bought in Greenwood. Capital: the boardinghouse he built.** |
| 2 | How did Gurley's work help people in Greenwood? | **He sold lots where people could build, and his work helped Black-owned businesses grow.** |
| 3 | Name one example each of labor, land, and capital in Phillips's story. | **Labor: workers drilling. Land: oil beneath the land. Capital: drilling rigs or pipes.** |
| 4 | How did Phillips's business and his own actions make a difference in Oklahoma? | **Phillips Petroleum made jobs, and Frank Phillips helped pay for a hospital in Bartlesville.** |

## PART 3 · YOUR TURN (SAMPLE ANSWER)

My Oklahoma plant shop would sell young vegetable plants. Workers would use their labor to plant seeds in soil and water them, while pots and watering cans would be capital. Families could grow vegetables at home, giving the community more fresh food.

Accept other examples from the passage if they correctly identify labor, a natural resource, and capital. For Part 3, check that all three resources and a community benefit are explained in three sentences.