

WORKING TOGETHER TO MAKE A TOWN WORK

NAME _____



The number in parentheses () next to each question indicates the location of the building on the map on the back of this booklet.

A town is a **system**. Like the strong links of a chain, each piece of the town helps to make the town function. People help each other and their town lives and grows with the jobs that they do.

Supply and demand determines which jobs the people in a town do. **Supply** is the resources, goods or services that sellers provide. **Demand** is the willingness of people to buy the goods or services provided. **If enough people need an item or service, someone will probably make it.**

If a large number of people want an item or service, more people will be hired to make it. These people earn money for the work they do.

The workers buy what they need from other workers, spreading money around the town in a continuous circle...

If people do not want to buy an item or service, the business that provides it may have to quit. The workers in that business would not have jobs and could not buy the things they need to live. They must find or create new jobs that provide things the townspeople need, or move to a new town where people want what they can provide.

If lots of people find jobs producing what others want to buy, the town will survive. If they do not find new jobs and decide to move away, the town will die.

Farms are a part of this circle. If the farmer raises the right kind of food, people will buy it. With the money he makes from selling the food he grows, the farmer can buy what he needs to produce more food and support his family.

If the farmer grows food people do not want, or the weather keeps his crops from growing, no one will buy what the farmer has. If no one buys the food the farmer raises, he can't raise more food and may not be able to be a farmer any longer.

If the farmer can't raise food, the people in town won't have enough to eat, and may move to a different town where there is more food. If this happens, the town would die.

This was true in early Wichita and is still true in Wichita today.

As you visit the Cowtown buildings, think of jobs and products that help a town system live.

1. 1ST PRESBYTERIAN CHURCH (38)

Many people worked hard to have the cowboys bring their Texas cattle here. They believed that the cowboys were a **benefit** to the town. The town profited by providing the cowboys with places to sell their cattle. It also profited when the cowboys spent the large amounts of money they earned on the cattle drive.

Others believed the cowboys were a **cost** to the town because they liked to gamble, drink and fight. The townspeople were afraid that they would waste their money, get drunk, and not be good workers or citizens. They believed that businesses would not come if the town had a bad reputation. The church tried to make the town better by encouraging people not to do those things

There was no agreement on the **opportunity cost**.

Would you - allow the cowboys to keep coming to Wichita or send them away? YES NO

Why? _____

2. OLD TOWN AREA (4)

Mr. Munger was an **entrepreneur** who thought Wichita would be a good place to make money. He helped start the town when there was nothing but tall prairie grass. As a professional pioneer, he had experience starting towns in New York, Wisconsin, Missouri, and Kansas.

Mr. Munger was confident he could start a town. What are two characteristics a person would need to start a town on the prairie?

1. _____ 2. _____

Do you think you could you start something new, like Mr. Munger? YES NO

What would you like to try? _____

3. MUNGER HOUSE--CHORES (7)

Just like workers help a business to work well, children help a family to work well by doing their chores every day. An important job was pumping water from the well.

What would they use the water for? _____

What important chores do you do for your family? _____

4. SADDLE AND HARNESS SHOP (28)

The harness maker was an essential part of the town's transportation system. His **specialized** trade produced **harness**, the leather pieces that connect a horse to a wagon, and **saddles**, seats placed on a horse so that people may ride. His products and repairs were so valuable that his skill was always in **demand**. His skill was not taught in a school, but learned from another leatherworker. Look at his work and find three skills that an apprentice would have to learn to become a harness maker?

1. _____ 2. _____

3. _____

As he improved his skills, how would that change his pay? _____

5. BALDWIN'S PHOTOGRAPHIC GALLERY (6)

Here is a picture that Mr. Baldwin took of the growing city and its' people. When he took the photo, he was trying to show Wichita as a town that was full of opportunity and promise. . What are two negative things you see in this picture that might keep people from moving to town?

1. _____

2. _____



6. ARKANSAS VALLEY BANK (8)

A bank helps a town. It helps people keep their money safe and provides loans that can help the town grow. In this new town many people wanted to borrow money, causing a high **demand**. However, the **supply** of money was not large enough to make loans to everyone who wanted them. Because the **supply** of money was scarce, the bank was able to charge a lot of **interest**, the money paid to the bank for the use of the banks money, for their loans.

The Farmers had to borrow more money than most people to buy the land and machinery. Yet farmers could not be certain they would always have a crop to sell so they could pay back the loans. They faced uncertain rainfall, bugs and diseases attacking their crops and stormy weather. In addition, crop prices were always changing based on the size of each year's grain supply.

Remembering the law of supply and demand, why does the size of a harvest affect the price paid for farmers for their grain? _____

Many Farmers were very angry that the banks charged such high interest. So many parts of a Farmers' life were beyond their ability to control. They said it was not fair for if they could not pay their loan they lost their business AND their home. The bankers said business is business.

Who do you agree with? The Farmers The Banker

In the 1870s, about half of the population in Sedgwick County worked in jobs that were connected to farming. Think of two problems for the town that a bad harvest would cause.

1. _____ 2. _____

7. GENERAL STORE (23)

The general store was not **specialized** but sold a little of everything. The benefit of specialization is that it provides more choices. One of the categories of goods sold at the general store is tools and hardware. Look for the large bins of nails and the display of hammers and saws on the wall. What are four other categories of things that could be bought in the general store?

- 1) _____
- 2) _____
- 3) _____
- 4) _____



Many of these goods were made in factories that produced thousands of identical items very quickly. A blacksmith

also makes tools and hardware, but his items are custom designed and produced one at a time by hand.

When would you buy hardware here instead of at the Blacksmith Shop? _____

When would you choose the Blacksmith over the General Store? _____

8. BLACKSMITH SHOP (1)

The blacksmith had such an important job that often towns would grow around a blacksmith's shop. List two ways his skills served the needs/demands of the people in town and on the farm.

- 1) _____
- 2) _____

9. MEAT MARKET (3)

Farmers and hunters made money by selling meat to the butcher, who sold it to the people of the town, or sent it to the larger cities.



Why do you think farmers and hunters could make money this way?

The meat market also sold food from far away. Oysters from the ocean were shipped by railroad in barrels packed in straw and ice to keep them wet and cool until they were sold. Why would a butcher go to the expense and trouble of bringing oysters to hot, windy Kansas?

10. 1880s DEVORE FARM (13)

Wichita farmers grew corn and wheat. List three food products that can be made from each grain.



CORN (CORN MEAL)

WHEAT (FLOUR)

Which list was easier to make?

CORN

WHEAT

Which crop was more valuable because of the many ways it could be used?

CORN

WHEAT

Which crop do you think the farmers grew more of as time passed?

CORN

WHEAT

11. 1880 DEVORE FARM (33)

Farmers used two or four horses to help them with their work on the farm. They would pay about \$300 for their *horsepower*. Now there are machines to do the work on the farm that are much more powerful than horses. Many farms today have tractors that produce 100 to 200 *horsepower* and cost \$100,000 or more.

As machines were invented, farmers needed fewer people to get the same amount of work done. The demand for laborers decreased and farm workers had to find other jobs. As farm machines increased in size and efficiency, it was possible for farmers to grow and sell more food with fewer workers.

According to the law of Supply and Demand, what risk is the farmer taking when all the farmers have more crops to sell? _____

? How could this affect the price he is paid for his crop? _____

THE FARMER AND COWBOY- Some townspeople didn't want to discourage the cowboys from coming to Wichita to sell their cattle and spend their wages, but the Cowboy's cattle herds sometimes broke through farmers' fences and trampled the crops. The Texas cattle also had a tick that infected the farmer's cattle and many died. Farmers could sue the Cowboys when their crops or cattle were damaged, but usually were paid small amounts that did not equal their losses. The majority of townspeople and farmers finally decided that they were tired of the cowboy's wild ways. They joined together and told the cowboys that the cattle drives were no longer welcome in Sedgwick County.

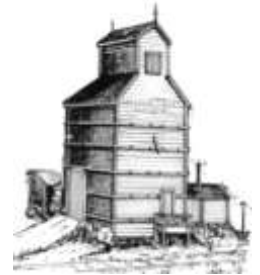
Whose side would you be on? The Farmer or The Cowboy

The demand in the nation for beef cattle still existed but Wichita had decided that the cowboys were doing more harm than good. The **opportunity cost** was too large.

If you were a cowboy who couldn't bring your cattle to Wichita any more, what would you do?

12. ARKANSAS VALLEY GRAIN ELEVATOR (5)

The elevator was a place where farmers stored their grain after it was harvested, especially wheat. Wheat was a cash crop, grown to sell to others. It had to be harvested quickly and stored in a way most farmers could not do on their farms. Some farmers sold their grain right after harvesting. Others stored it in the elevator to sell it at a later time when the price might be higher.



According to the law of supply and demand, why might the price be higher at a later time? _____

13. DEPOT (6)

A town is a system that is part of the larger system of the state and country. When the railroad came to Wichita, it changed the town significantly. It made it possible for people in Wichita to trade with others around the country and the world. Businesses brought in a wide range of consumer goods, and sold buffalo robes and bones, beef cattle, and farm crops like wheat and corn. Wichita people were now concerned with what happened in markets at Chicago, Kansas City, and Boston.

Name three things that are a part of your life that originates outside of the local area.

1. _____

2. _____ 3. _____

The railroad's telegraph station made it possible to talk to people all over the world. As the news of the new town spread, the railroad brought in new settlers. This increased the size of the town, and introduced new skills and ideas and customs to the area. New ideas are sometimes accepted or rejected. Immigrants often feel the pressure to change and act like the people in whose country they now live.

Have you moved to a different town or country? YES NO

Were there activities that you and your family did that others saw as unusual? _____

How did you feel? Were you embarrassed? Proud? _____

Many people found new jobs working for the railroad. Young boys were able to help their families by earning money delivering telegrams or serving escorts to take people to the hotel. Older people worked on the trains or in the station, keeping the trains running and the telegraph lines working.

What job would you like best if you had worked for the railroad? Why? _____

14. **HENRY WULF HOUSE (7)**

Mr. Wulf came to Wichita from Germany. Like many other new settlers, he had a job in town and also made extra money by raising chickens and gardening. . To earn the **benefit** of more money, his **opportunity cost** was less time to relax with his family.

If you had to choose to between playing with your friends or doing extra chores to earn money to buy something that you wanted, which do you think you would do? _____

15. **LIVERY STABLE (8)**

Most people in Wichita did not own a horse. The opportunity cost of having your own had to be weighed against the purchase price and the cost of housing, feeding and cleaning up after it. Some horse owners hired a stableman to care for their horses

In the 1870s a good saddle horse and saddle could cost more than \$130,. A wagon horse, harness and buggy could cost \$250 to \$300.



At the Livery Stable, people could rent riding horses or hire the black buggy to go short distances and run errands. For longer distances, they could ride the stagecoach for .10 a mile. . Consider the opportunity costs of owning or renting a horse in the 1870s.

Would you have your own horse? YES NO Give two reasons for your decision.

- 1) _____
- 2) _____

17. **DRUGSTORE (10)**

A strong town needs healthy citizens, but everyone gets sick once in a while. The middle cases on the west wall of the drugstore hold *patent medicines* which are like our “over the counter” medicines. These medicines' labels claimed that they could cure many illnesses, but there was no guarantee that the medicine would work. However, demand for these medicines was created by people who used them and told others how pleased they were with the results. Other patent medications got bad reputations when they didn't work well, and their sales would decrease.



If you needed a patent medicine in the 1870s, what are two factors you would want to consider before purchasing it?

- 1. _____
- 2. _____

18. **FECHHEIMER CLOTHING STORE (19)**

In the 1870s, clothing for men and boys was often made in factories. Ladies clothing was made at home or by a dressmaker. Men's styles didn't change very much each year, but women's styles did! Clothing specialty stores sold men’s’ clothing and wide variety of fabrics for ladies clothing. Paper dress patterns, a new invention in the 1870s, helped ladies stay fashionable. The clothing store encouraged the sale of fabric and patterns by selling reliable sewing machines, which could be purchased over time with monthly payments. Locally produced women's clothes, which were less expensive to make than "store bought" dresses, allowed the women of Wichita to keep up with fashions from around the country.

What are two possible reasons why most people today don’t sew their own clothing?

1. _____ 2. _____

19. THE WICHITA CITY EAGLE (20)

Mr. Murdock, the founder of the newspaper was an **entrepreneur** who believed in the future of Wichita. He moved to Wichita from Topeka when he had the **opportunity** because he believed that Wichita was going to be a great town. He was often viewed as the town's best cheerleader. His newspaper told the world about the wonders of Wichita and encouraged them to come and live here. He took a risk when he moved his family and business to a brand new town. Like Mr. Munger, Mr. Murdock had a strong belief that his efforts would be successful and they were. The story of Wichita is one of people taking chances.



If you had the opportunity to try something new, what chance would you like to take? Why? _____

Creating the paper took a lot of resources to gather and write the news, set the pages, print the paper and deliver the paper. The printer will tell you why his newspaper was so important to Wichita in the 1870s. Look at the paper in the front window. Do you think the 1870s newspaper looks like something that you would like to read? **YES** **NO**

What would make it more interesting to you? _____

20. CARPENTER SHOP (22)

The carpenter helped build houses and put the wood trim on the doors, windows and floors. Carpenters needed a lot of training and experience to work all the tools of their trade. Ask the carpenter in this shop to demonstrate how the machines and tools were operated. At first most of the carpenter's tools were used by hand, but eventually many were powered by steam engines. This made the work go faster and made his business more profitable. Like the leather worker, the carpenter's skill and experience was essential to create the town.

Can you name two jobs today that require special tools and training? Which would you would like to do?

1. _____ 2. _____

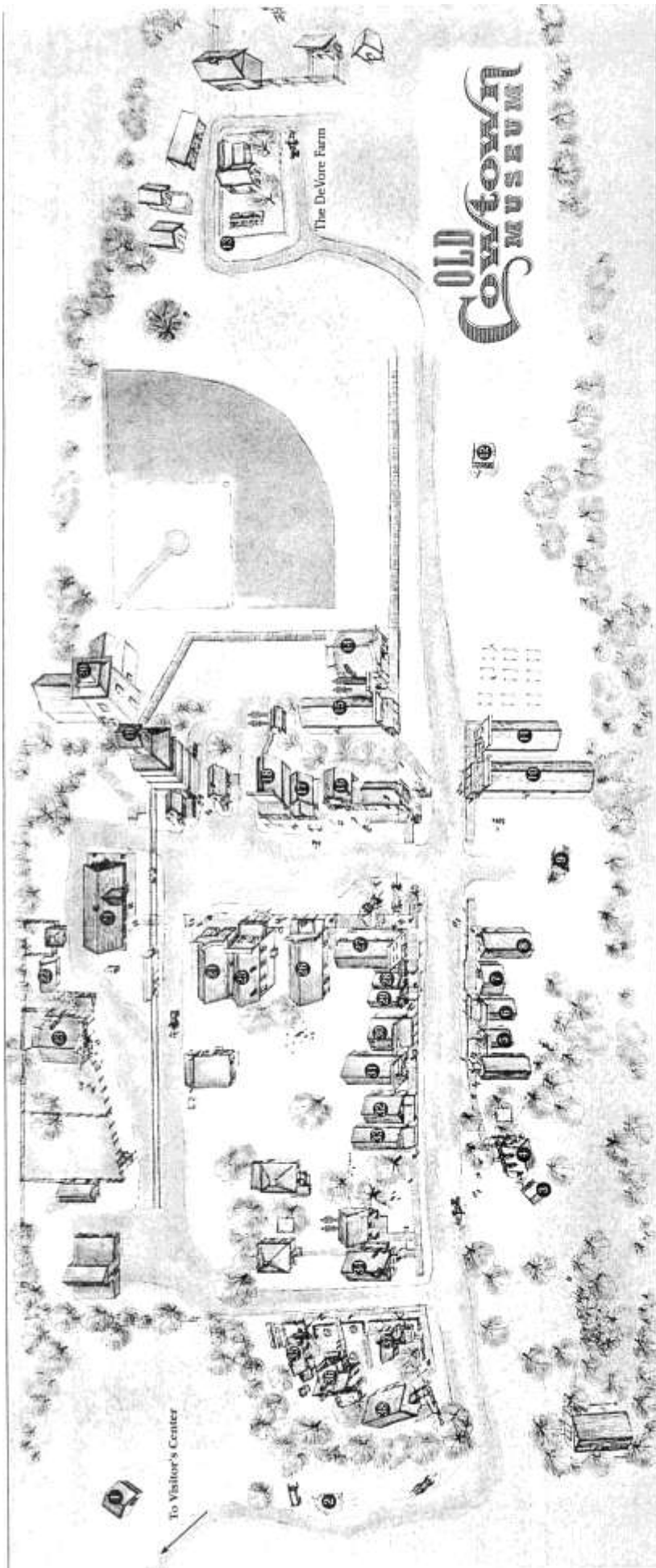
21. ONE-ROOM SCHOOL (36)

School in the 1870s was held many fewer days than it is today. The school year usually started in ?? and ended in ??. Many children, especially those from farm families, did not attend school regularly because their help was needed at home. Their labor was an important resource for the family's income. School was originally held in winter because there was less need for children to help at home. Families began to expect school to be held in the winter and not in the summer, even though children's labor was no longer needed at home or on the farm.

Is there still a good reason not to go to school in the summer? **YES** **NO**

Why do you think so? _____

**So now that you have dissected *Wichita from the past* ,
think about how *modern Wichita* works and what part you and your family play in
Making A Town Work!**



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|---|--|---|-------------------------------|
| 1. Heller's Cabin | 12. Blood Family Homestead | 22. Wolf House | 31. Carpenter's Shop |
| 2. Buffalo Hunter's Camp and Chuckwagon | 13. DeVore Farm | 23. Livery Stable and Veterinarian's Office | 34. One-Room School |
| 3. Trapper's Cabin | 14. Engine House | 24. Turnverein Hall | 35. Story-and-a-half House |
| 4. Munger House | 15. Empire Hall | 25. Southern Hotel | 36. Murdoch House |
| 5. Harness and Saddlery | 16. Blacksmith | 26. Fritz Snitzer's Saloon | 37. Parsonage |
| 6. Baldwin's Old Time Prison | 17. Land Office | 27. Drug Store, Doctor and Dentist Offices | 38. First Presbyterian Church |
| 7. Marshal's Office | 18. Meat Market | 28. Barber Shop | |
| 8. First Arkansas Valley Bank | 19. Arkansas Valley Grain Elevator and Scale House | 29. Law Office | Restrooms |
| 9. Jail | 20. Lakeville Administrative Offices | 30. Fechlheimer's Dry Goods and Clothing | |
| 10. General Store | 21. Wichita and Southwestern Depot | 31. City Eagle Print Shop | |
| 11. McClann's Feed and Seed | | 32. Gill Mortuary | |