

business spotlight by colleen merriitt

GET OUTSIDE GAMES



Zac Marzouk is an outdoorsy, fun-loving family man who started a home-based business building raised bed gardens and custom tailgating games in 2013. Game orders soared so he and his wife, Katrina, quit their day jobs to focus on the business in 2015. Today, they operate **GET OUTSIDE GAMES** from an 8,300 square-foot shop at 100 Westward Avenue in La Marque. **Z**ac and **K**atrina design, fabricate and deliver up to 700 custom outdoor games each month, specializing in custom cornhole bags, washer toss with branded washers, a game score keeper/drink holder and custom carrying cases.

TELL US A LITTLE BIT ABOUT YOUR JOURNEY

K: We started small, working out of our home. Eventually the business was taking every corner of our house, the garage, plus off-site storage and we knew it was time to expand.

WHY DID YOU CHOOSE LA MARQUE?

Z: Location was a big part of our decision. We live in Galveston County, so our commute is short and against traffic. The facility itself far surpassed our expectations and we couldn't pass it up.

K: Before we purchased the building, we had a development meeting with City of La Marque and left there feeling like family. Several members of the community have reached out to welcome us. It feels like home.

YOU HAVE TWO EMPLOYEES. ANY PLANS TO EXPAND?

K: We talk about that often! We welcomed our son in April 2018 and moved into the building July 2018. It has been a process. Luckily, we have a lot of help from family. They rotate in periodically to help us during the busy seasons.

Z: We are very particular about our final product. Now that we're in this facility, we have the ability to get machinery and tools to automate some of the production functions. That will allow us to hire some employees and expand product lines.

WHAT MAKES YOU DIFFERENT?

K: Zac developed a technology for creating custom washers for the washer toss game. We started by offering solid colors, expanded to patterns and soon we will expand to full customization.

Z: Domestic partnerships are important to us. If we don't make it ourselves, we order from companies here in the US. Sure, we could lower our prices or make a little more money going overseas. This is a decision we made, and our customers seem to appreciate it.

WHAT'S NEXT?

Z: Right now, we offer all the accessories for cornhole – bags, cases, lights, decals – but not the actual boards. When we get the CNC machine operating we'll offer the full package.

K: We are looking forward to being more involved. Now that we have a place and we're working on building inventory we'll be able to step out and participate in the community. We want to attend football games and city events.

there is no retail storefront yet, but they offer free local pickups. check out **GET OUTSIDE GAMES** on etsy, amazon, ebay and getoutsidegames.com.

PICTURED ABOVE: ZAC AND KATRINA MARZOUK WITH THEIR SON, MAREK.