

## Passion for Power



**“Starting a business can be stressful. The SBDC helped relieve some of that stress, offering assistance and advice along the way including help with the business plan and financial numbers.” Jeff**

**Jeff Katusin & Tony McIntyre**  
**Caledonia Motor Sports**  
**6210 Chambersburg Road**  
**Fayetteville, PA 17222**  
**Adams County**

**Industry:** Motorcycle Repair and Sales

**Year Founded:** 2013

**SBDC Assistance:** Business plan, financial projections, startup assistance



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This month the Shippensburg Small Business Development Center is recognizing power sports enthusiast Jeff Katusin and Tony McIntyre.

Growing up, the two men found their passion for power early, riding dirt bikes and four wheelers as children. As Jeff got older, many of his life experiences would prepare him for achieving his dream. He soon found himself being a professional racer of four wheelers, and even competed in the Grand National Cross Country series. In looking for a new challenge, Jeff became a sponsor for several riders, and took the lead as the main mechanic of the pit crew's team. Tony during this time was also working as a lead mechanic, but for a Super Sport Bike Road Racing Team.

Having a racing background, and being chief pit crew leaders of their respective teams, they would both start their educational careers at YTI in York County. It would be here that they would be able to fine tune their previous skills, while learning the ins and outs of the motor industry business. Within the next ten years, the two would work as certified Harley Davidson technicians. This allowed them to travel and study at various Harley Davidson training facilities throughout the United States. After becoming well-seasoned in their craft, the two knew that it was time to fulfill their life long dreams, opening a repair shop.

On April 1, 2012, they opened their shop, Caledonia Power Sports. Starting out, Caledonia was only a retail/swap store, and was only open on the weekends. The two knew to bring in more business, they would have to build their business and offer repair services. One year later, on April 1, 2013, they opened the service center at Caledonia Power Sports. When asked how hard it was to begin the business, they responded saying, “It was harder than we anticipated. We were unaware of the different township/board meetings we needed to attend, as well as all the permits we needed to obtain before we could start building our new shop.”

After being referred to the SBDC by a fellow friend, Jeff and Tony consulted with Cheryl Young who was there to help steer them in the right direction. She was able to provided assistance with their business plan, as well as the financial projections of their business. Having faced no setbacks in starting their business, the one thing that the two mentioned they would have changed, was trying to obtain more investors in their business. Today Caledonia Power Sports is a thriving business that offers full service repairs, state inspection, performance upgrades, dynamometer tunings, motorcycle accessories and apparel, and is specialized in Harley Davidson repair.