

WESTSIDE

Aquatic centre in the deep end of a deficit

SUFFERS FROM B7

The current operational agreement between the district and ALE was renewed Jan. 1, 2012, and runs until 2016. The agreement outlines that if there is a revenue surplus at the end of any given year, it shall be retained by the district—ALE may apply to share in 50 per cent of the surplus through a process where a council decision is final. If aquatic centre endures a deficit, the money lost is the responsibility of the district.

Stedham said the addition of various Westside workout facilities and other recreational venues have also made it tough for the centre to keep its customer base.

He said more users would likely come if improvements and features were added to the facility. Several council members thanked Stedham for his hard work and acknowledged the money ALE saved the regional district in the early years.

District staff have suggested council reallocate some of the CPI increase for 2013 to the advertising budget to increase marketing efforts this year and move capital requests for equipment from the 2015 capital budget to the 2013 budget so the facility can purchase three new pieces of exercise equipment.

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Dealing with cigar selling beach hucksters

It irritates me when those holidaying in southern destinations giggle openly about leaving the cold behind, and those unable to escape it.

Please believe me that I am not giggling at your expense as I write this while on a Mexican holiday that is becoming a spring break tradition for my family.

Instead, I will give you the opportunity to giggle a bit at my expense.

I've written before about how my negotiation skills are worthless in a market where I have no idea where the goal posts are.

A beach vendor telling me with a straight face that a five pack of Cuban cigars is worth \$100 is as believable to me as ICBC



ACHIEVING JUSTICE

Paul Hergott

adjusters telling injury victims with a straight face their standard bunk that compensation for a soft tissue injury is a maximum of \$6,500.

I'm not a smoker, but I've got a buddy who likes cigars. He and his family are staying in the same resort where we are staying.

Wander out to the beach and you are accosted by vendors with all sorts of goodies for sale.

My buddy was offered jewelry and, when that didn't seem to catch his attention, he was offered cigars. Out came a wooden cigar box containing five Cuban cigars, though of course who knows if

they were really Cuban! Each one, he was told, would sell for \$20 in a cigar shop, making the box of five worth \$100.

For my buddy, though, the vendor would give a special deal, selling the box for \$80.

After some dickering, my buddy got the box for what he thought was a fair value: \$40.

Later that same day I was approached by the same vendor.

Expecting to be turned down, I offered \$30 for exactly the same box, and my offer was accepted.

Today, my family and I went into the local town, Cabo San Lucas.

I found two separate shops with the exact same box of five cigars.

So for my own curiosity, I expressed interest.

The one told me that the regular price is \$45, but he'd sell to me for \$35.

The other started at

\$40 and went quickly to \$30.

Each of them worked themselves down to \$20 as I walked away, with me making zero offers.

I wonder how low an offer they would have accepted. I wonder what a fair offer would have been.

With a Mexican vendor, you can use the "walk away bluff" to try to get to their best price.

My buddy and I should have tried that with the beach vendor.

Bluff or no bluff, walking away from an ICBC negotiation will never lead an unrepresented injury victim to fair compensation.

The adjusters appointed to negotiate with unrepresented claimants have a fixed amount of money to work with.

When they say the maximum they pay for soft tissue injuries is \$6,500, they are telling

the truth.

What they don't tell you, and to me it is an offensive omission, is that a different level of adjuster is appointed once a lawyer is involved, and that fair compensation for soft tissue injuries can be hundreds of thousands of dollars.

I'll still be in Mexico when I write my next column.

I will share my experience of being "taken" when renting a car, and the harrowing experience of driving where there is no apparent enforcement of driving rules.

This column is intended to provide general information about injury claims. It is not a substitute for retaining a lawyer to provide legal advice specifically pertaining to your case. Paul Hergott is a lawyer at Hergott Law in West Kelowna.

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▼ RECREATION

Easter egg hunt in Peachland

No season is complete without a great family event to get the community together and have fun.

Join the Peachland recreation staff on Good Friday, March 29, for a hopping good time.

There will be arts and crafts, bunny games, bouncy castle and the wiggliest ear creation. Of course no Easter celebration is complete without an Easter Egg Hunt.

This family event is \$15/child and \$7.50 for each additional child. Preregistration by March 25 is required.

Spring is a great time to get outdoors and play soccer.

Introduction to soccer programs are scheduled to begin on Wednesday, April 17.

Children 5-6 and 7-8 years of age will learn to play soccer in a fun non-competitive environment.

Soccer skill such as kicking, running and learning the importance of being a team will be the focus.

Looking for something for your preschool aged child to do?

Ready, Set, Grow is a great way to stimulate social interaction, play

physical activities and participate in theme based projects.

The certified ECE instructor will provide a fun opportunity for your child to explore and develop with their friends.

For more information view the Spring/Summer Recreation Guide online at www.peachland.ca or visit the Community Centre for your copy.

Registration is now open for all spring and summer programs.

For program registration and other information on recreation services, call 250-767-2133.



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WEST KELOWNA Warriors defenceman Dustin Cave (centre, front row) has been a supporter of the West Kelowna Boys & Girls Club during the BCHL regular season. With the help of sponsors Ultimate Hockey & Skate, Shutout Sports Collectibles, & Francis Electrical, for each point Cave has recorded this season, it translated into \$100 donation to the club, which for this year will total \$1,000. Cave has also served as a club volunteer, helping with the drop-in floor hockey program, and was behind Caver's Kidz program where kids could attend a game, be treated with popcorn and receive a T-shirt.