

## **The Need For A Win-Win**

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Nemours may be offering Central Florida the largest single gift for children's health and well-being the State of Florida has ever seen. That alone has been enough to capture headlines and spark community debate like few issues I have ever seen.

But, instead of reasoned conversation about what this gift might mean to our existing health care institutions, it seems to me that Orlando's leadership is willing to risk the possibility that parochial concerns will drive the opportunity away.

Despite all our planning, our regional visioning, our shared goals and dreams, are we willing to let it come to this? The "movers and shakers" are now steadfast in spreading the old gospel of scarcity, while the abundant generosity of Nemours creates ever-expanding possibilities for outstanding pediatric care, for sub-specialty physicians to practice, and for families to care for their chronically ill children. I choose an abundant future for Orlando!

It's time folks. It's time for us to elevate this conversation and our thinking and I'm not just talking about Nemours and Orlando Regional Healthcare. I'm talking about all of us.

We are poised to gain on all fronts – with Nemours, the proposed new medical school, a VA hospital, and our existing medical facilities. This is a once in a lifetime opportunity to create a "medical center of excellence of the future", at the crossroads of the Americas. This shouldn't be about one organization winning and another losing. This shouldn't be about who dominates the market or forces their way to the table.

Any legitimate negotiation offers opportunities for both sides to win. By pulling its bill from the legislature this session, Nemours has indicated its willingness to take the business concerns of our community hospitals seriously. That's a good start, but the rest of us need to help as well.

As a community, we need to take this issue and future issues beyond historic past practices and provide the foundation for a legitimate dialogue to occur. The community leaders in Orlando have a responsibility to envision and position us for future prosperity, even if it means abandoning dogmatic loyalties.

There is a tremendous opportunity for the children of this community to win. It will take a reasoned dialogue about a future of abundance to get us there. Let's choose to be an abundant community. Let's start becoming the community we have been planning to be for so many years. Let's start with a win-win for Orlando's children!