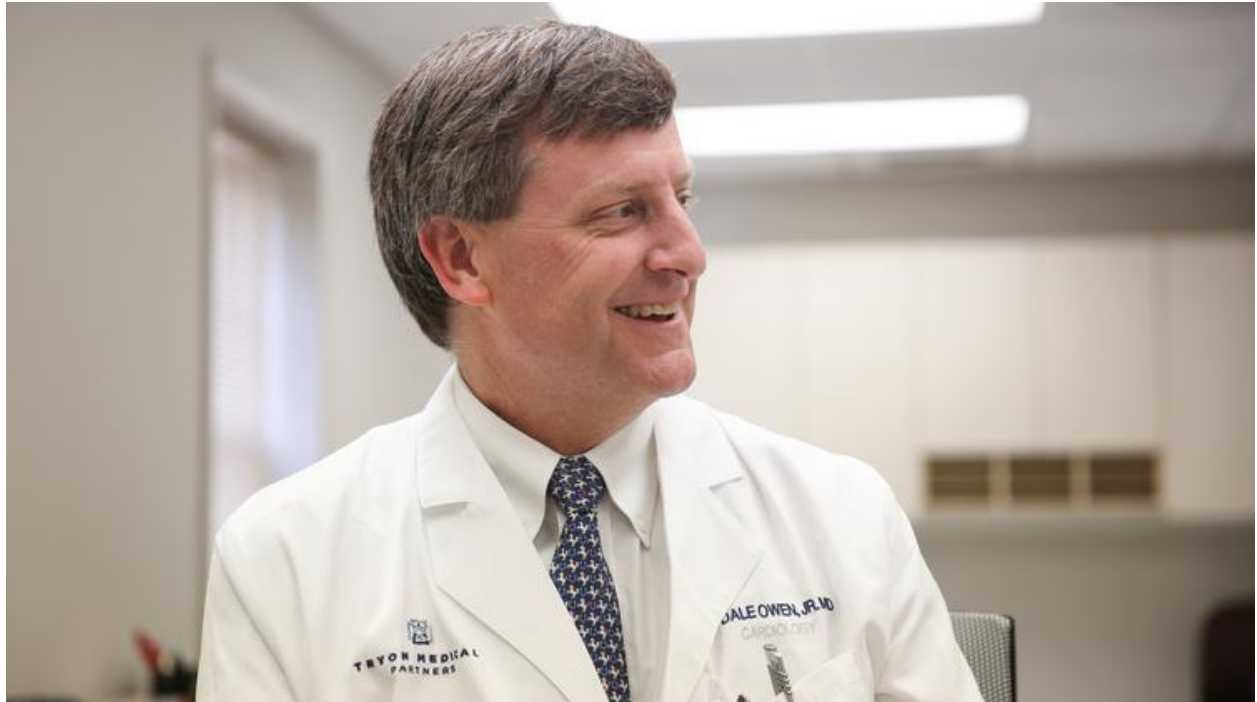


# Head of Tryon Medical talks progress as practice rounds out office openings across Charlotte area



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Dr. Dale Owen is the leader of Tryon Medical Partners.

MELISSA KEY

## COMPANIES IN THIS ARTICLE

### Tryon Medical Partners

Charlotte, NC  
Hospital & Health Care

**420**Employees

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### Atrium Health

Charlotte, NC

Hospital & Health Care

**\$10M Revenue**

**62,000 Employees**

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By [Caroline Hudson](#) – Staff Writer, Charlotte Business Journal

21 minutes ago

Tryon Medical Partners will round out its swath of offices tomorrow when it opens a \$2.8 million gastrointestinal facility in Ballantyne.

The facility, known as Tryon Endoscopy Center, is an 11,500-square-foot space within a two-story, 30,000-square-foot medical building at 16817 Marvin Road. The building also houses cardiology, dermatology and pulmonology services. Tryon Medical also invested \$1.3 million there in a diagnostic center, which includes echocardiogram equipment, pulmonary testing and a bone density scanner.

The group will employ five gastrointestinal doctors and 25 medical professionals at the Marvin Road office. It's the only one that Tryon Medical built from the ground up, says Dr. [Dale Owen](#), head of Tryon Medical Partners.

He declined to provide further financial details.

Tryon Endoscopy Center has 12 bay areas and four endoscopy suites. Providers can search for ulcers and lesions, remove polyps, check for esophageal problems, perform biopsies and colonoscopies and look for cancer. Owen says the center, which officially opens tomorrow, is already fully booked for the next couple of months.

"Just think about it. I mean, a year ago, we weren't an entity. Now, we have logos, signage, buildings, eight different practice sites and one of them has four floors," Owen says. "We've mitigated so many different types of obstacles."



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Tryon Medical Partners will open a new gastrointestinal center in Ballantyne on Feb. 14.

Those other locations are:

- SouthPark — One SouthPark Center, 6060 Piedmont Row Drive South (sixth, seventh, eighth and 10th floors)
- Uptown — Charlotte Plaza, 201 S. College St. (third floor)
- Waverly — 11030 Golf Links Drive
- Huntersville — Gilead Medical Center 2, 9615 Kincey Ave.
- Steele Creek — 13557 Steelescrot Parkway
- Matthews — 1450 Matthews Township Parkway
- Pineville — 10344 Park Road

Tryon Medical has registered more than 91,000 patients so far, Owen notes. The independent group of now 89 doctors filed a lawsuit to separate from Atrium Health's Mecklenburg Medical Group on April 2, 2018. The doctors' last day as Atrium employees was Aug. 31, 2018. Tryon Medical's first locations opened Sept. 5, 2018, in Pineville and Steele Creek, followed by locations in Matthews, Waverly and Huntersville in October.

Owen says the staged opening strategy allowed the maximum amount of doctors to go back to work as soon as possible.

"We did 11 people working from 7 to 1, and then 11 different doctors working 2 to 8. So that 11 doctors is now 22, right? We did the same thing on the weekends for another 22," he explains. "We had 15 to 20 people say, 'I don't have to work initially. Let's let the people who have financial need to start working.'"

Owen says that is a good example of how the Tryon Medical doctors worked as a team to make the group a reality. Cost of equipment and facilities were funded solely by the member doctors, he adds.

"We put our money where our mouth is," Owen says. "Our whole goal has been to drive down the cost of health care and provide a better value for the patients, and we felt like we were the only ones really interested in doing that."

He says Tryon Medical, being an independent practice, does not charge a big facility fee. That keeps costs low for patients, and in turn, insurance providers, Owen notes.

Tryon Medical is now looking to optimize its operations — which could include anything from answering calls to utilizing information technology. Owen says the group is working with the consultants to hone plans for future growth as well.

Tryon Medical accepts insurance from Blue Cross and Blue Shield of North Carolina (including Blue Local and Blue Value), Aetna Inc., UnitedHealth Group Inc.'s UnitedHealthcare, Cigna, MedCost, Humana Inc. and Medicare. It hopes to add TRICARE in April, followed by Medicaid in May.