

EAGA Business Builder

January 27, 2026

Member Speaker: Dr. Nate Roybal



Dr. Nate Roybal opened his presentation by sharing his personal story and the rapid growth of Retina Consultants of New Mexico, founded in 2020. What began as a small, specialized practice has grown into a major surgical retina clinic, now serving roughly 2,000 new patients annually and providing advanced care for conditions such as diabetic retinopathy, macular degeneration, and retinal detachments. In 2025 alone, the practice completed 481 surgeries, more than 15,000 clinic visits, and over 11,000 in-office injections—representing \$15.2 million in treatment costs managed by a lean, largely in-house team. Dr. Roybal highlighted the practice's recognition as the 2024 Hispano Chamber of Commerce Small Business of the Year and emphasized how deeply EAGA's network has supported the clinic's success, with more than 55 EAGA members playing meaningful roles in its growth.

The second half of Dr. Roybal's talk focused on a critical statewide issue: physician shortages in New Mexico and the business realities driving them. He outlined how changes to the Medical Malpractice Act in 2021 have dramatically increased lawsuit frequency and financial risk for providers, making New Mexico an outlier compared to neighboring states. Data shared from national databases and a recent physician poll revealed alarming trends—34% of practicing doctors are considering leaving the state, and 50% are contemplating early retirement, primarily due to malpractice risk rather than compensation. These pressures, Dr. Roybal explained, ultimately harm patients most, particularly those without the means to seek care elsewhere.

Dr. Roybal closed with a call to action rooted in community and collaboration. Through efforts like Citizens for a Healthy New Mexico, he and other physician leaders are advocating for meaningful malpractice reform—particularly around punitive damages—to stabilize the medical environment and protect hospitals, providers, and patients alike. His message resonated beyond medicine: sustainable systems, whether in healthcare or business, depend on strong teams, fair rules, and engaged citizens. When communities unite around shared goals, real change becomes possible—for New Mexico's doctors, businesses, and the people they serve.

Contact Information

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Announcements:

- The EAGA board of directors has confirmed that our dues will remain at \$350/ quarter.
- We will continue to meet at Rio Bravo Brewing through the end of March. Updates will be shared as more information is available.
- We need badge board attendants for March. Please sign up.
- Board members, we will hold our February board meeting February 10th after breakfast.

New Member Applicants

No new announcements.

If you have an objection with any of the above candidates, or if you have information about any of these candidates that should be considered during the review process, please contact our Membership Committee Chairman John Menicucci or Mario Hernandez as soon as possible.

<u>Badge Board Greeters Schedule</u>

February 3- Nestor Romero w/ The Payroll Co.
February 10- Johh Jain w/ High Desert Doppler
February 17- Trey Finley w/ NY Life
February 24- Luke Estrada w/ Bloom Records
March 3- Open

<u>Speaker Schedule:</u>

February 3- Jukka Jumisko w/ WSI
February 10- Mike "Red" Black w/ Big Red Fences
February 17- John Jain w/ High Desert Doppler
February 24- Mike Blomker w/ Merry Maids
March 3- Todd Lecesne w/ Althera Alternative Clinic

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