

The Future of Human Care: Why Business Must Lead

Presented By Chad Mares

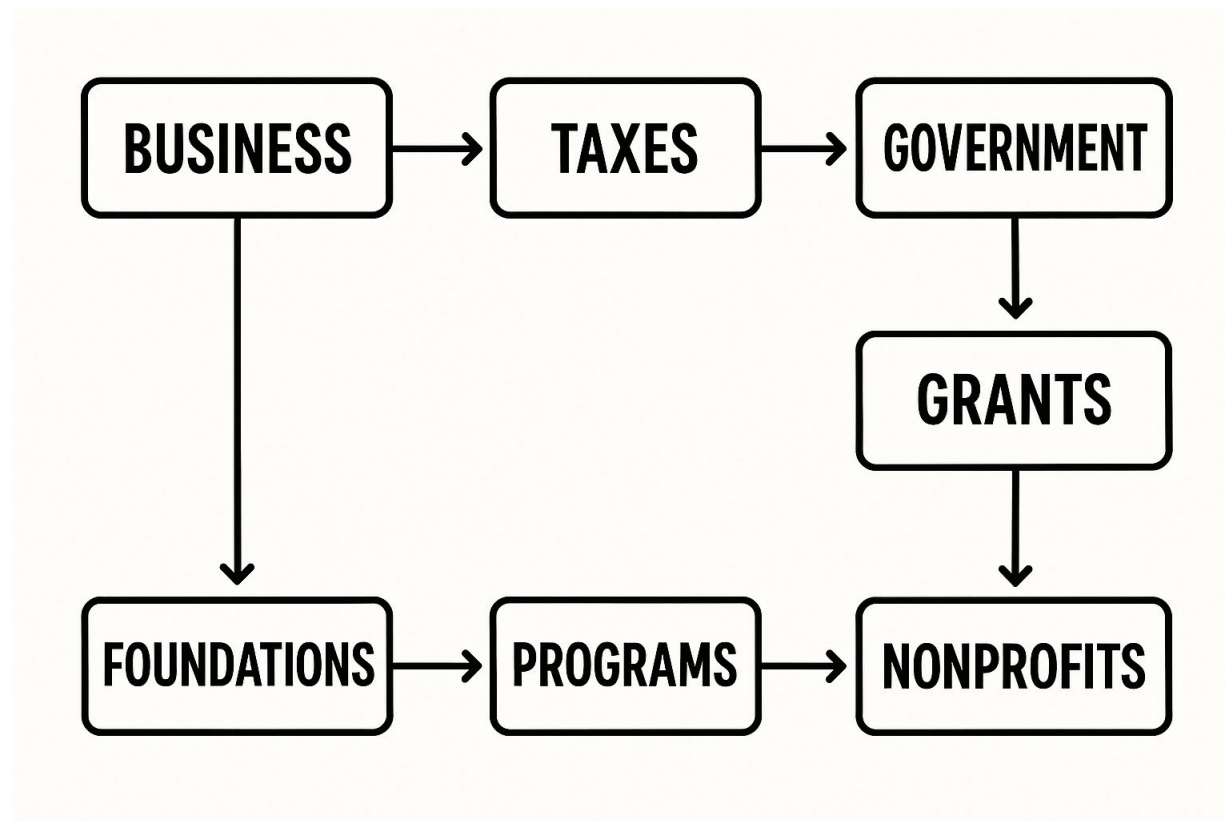
Founder, President & CEO of The Work Lab



The Frame

Follow the Money

Every nonprofit dollar starts as business profit.





The Federal Reality

In 2023, the U.S. government collected \$4.47 trillion and spent \$6.16 trillion—a \$1.69 trillion deficit.

Of that \$4.47 trillion in revenue:

49% came from individual income taxes

37% from payroll taxes

9.4% from corporate income taxes

Roughly 95% of all federal revenue originates in the private sector.

The Cost of Yesterday

In 2024, the US Government collected 4.9 trillion from all sources. It spent 6.8 trillion in total. Of that, \$878 billion went to interest payments on the national debt. That is more than they spent on:

- Defense (\$877 Billion)
- Medicare (\$874 Billion)
- Medicaid and CHIP (\$638 Billion)

In addition, we borrowed \$1.9 trillion.

Combine those figures, and nearly \$3 trillion in cash flow goes to the past, not the future.

That is approximately 60% of the annual revenues.



**Enter the Real
Problem**



Asia: The Future Arrived Early

Japan, South Korea, China: the post-growth world.

Japan (1.3 workers/retiree)

Korea (0.84 fertility)

China (Population projected to be halved by 2100)





Europe: Aging Without Growth

Older, Not Richer

Median Age in Germany: 47.

In the UK, the working-age population is flat, and social costs are rising.

Russia: projected to have 12 million fewer working-age adults by 2040.

North & Central America

Immigration can't outrun fertility collapse.

Canada – 1.3 births

US – 1.6 births

Mexico – 1.7 births

Central America – Average between 1.8 – 2.1 births

The countries we've viewed as the sources of immigration are experiencing population decline.





Global Takeaway

We are facing a
people bust.

The Business Shift



Human Care is becoming operational

A photograph of two men in a professional office environment. On the left, a Black man with a beard, wearing a dark suit jacket over a blue shirt, is smiling and looking towards the right. On the right, a man of Asian descent, wearing a grey suit jacket over a dark blue shirt, is also smiling and looking towards the left. They are both looking at a tablet computer held by the man on the left. The background is a bright, out-of-focus office space with large windows and a computer monitor visible on the right.

**“We want to help our people—but
we also have a business to run.”**



The Work Lab Bridge

Relational Infrastructure makes
human care operational



Proof in Omaha

**Employer-Funded. Employee Trusted.
Community-connected.**

Partnership



Closing Frame