

**CRAIN'S**  
**Health Pulse**

## **State delivers holiday gift to Unite Us**

Unite Us, a health tech company helping providers and payers coordinate with social services groups, received a \$1.25 million grant from Empire State Development to continue to grow its operations—and create jobs—in downtown Manhattan.

The state allocated the money to Unite Us to help the company, which was founded by military veterans, relocate to a larger office.

The grant was part of \$761 million economic development funding announced by the Cuomo administration on Thursday through its Regional Economic Development Council initiative.

Other local health care grant recipients include \$1.2 million for TARA Biosystems to expand its platform for cardiac tissue models at the Alexandria Center for Life Sciences in Manhattan and \$3 million for the YMCA of Long Island in Lake Success to develop a facility with Northwell Health that will provide child care and health and wellness services.

Unite Us [recently signed a lease](#) at 217 Broadway in the Financial District to occupy 11,000 square feet and renovate an additional floor of the same size to make room for its expansion.

Unite Us has had a busy year, nearly tripling the size of its staff, to about 150 people nationwide. It also picked up new clients in Kaiser Permanente and CVS Health.

The company's software allows clients to manage relationships with social services organizations, tracking how effective their programs are at helping patients.

Unite Us has seven offices in the country, including its recently opened second headquarters in Los Angeles. Its other locations are in New Orleans; Portland, Ore.; Raleigh, N.C.; San Francisco; and Washington.

Although the company was able to forge ahead with its move before receiving the grant, the money will ensure that the company keeps its headquarters in New York, said Bill Perilli, chief financial officer.

The company plans to grow to about 300 employees in New York, with 600 nationwide in the next two years, Perilli said. Unite Us has about 100 employees in New York now.

"The grant was about keeping those jobs New York and not looking to put them in New Jersey or Connecticut," Perilli said.

The funding is contingent upon Unite Us hitting its hiring targets, he said, and will help it renovate the additional floor at its headquarters.

"Empire State Development consistently supports home-grown businesses through the competitive REDC process," a spokeswoman for the agency said. "This award will further develop a veteran-owned company and ensure they continue to grow and create jobs here in New York."