

OneDigital Welcomes San Francisco-based Firm, CAL Insurance

Strategic Acquisition Continues OneDigital's Property and Casualty Expansion in the West Region

ATLANTA, GA – June 20, 2024 – [OneDigital](#), the nation's leading insurance brokerage, financial services and HR consulting firm, has acquired CAL Insurance (CAL), a San Francisco property and casualty firm (P&C). With this strategic acquisition, OneDigital is poised to expand its core property and casualty insurance operations – strengthening and positioning OneDigital as one of the leading commercial and personal line advisors in the United States.

Founded in 1927 in San Francisco, CAL specializes in delivering comprehensive property and casualty insurance solutions and sophisticated risk management services. The firm's diverse client base spans high-net-worth individuals and families, real estate investment groups, educational institutions, non-profit organizations, thriving mid-sized businesses, and multinational corporations across the United States and worldwide. As true advisors and partners to over 2,000 clients, CAL delivers highly technical coverage in areas such as management, cyber, malpractice, and technology liability.

Insurance is fundamentally an empathetic industry. Our clients place their trust in us, especially during moments of crisis, which is why we are so proud to welcome Joe and the CAL team. CAL's reputation for creating thoughtful and high-quality insurance solutions has been built over generations of family members and associates dedicated to ensuring their clients feel secure in safeguarding their assets.

— [Nate Wall, Sr. Managing Principal, OneDigital Northern California](#)

CAL is built on a foundation of strong core values, team culture and legacy and is in the business of helping protect its clients' livelihoods and businesses. Dedicated to this vision, CEO Joe DeLucchi, along with Principals Diane Beatty, Marc Dorneles, Stafford Jacobs, and CAL's 26+-member team will join OneDigital in adjacent roles, continuing to serve their valued clients.

OneDigital is the right partner, with the right people and culture at the right time. OneDigital's deep employee benefits bench solves complex situations for employers, and its PEO practice provides exceptional solutions to safeguard businesses in the future. I wouldn't have made this decision if I weren't confident that our entire CAL team, clients, referral partners, and friends would greatly benefit. We find ourselves at the inception of something truly remarkable, and our team is eagerly poised to contribute to OneDigital's dynamic organization.

— Joe DeLucchi, CEO & President CAL Insurance

Building on its strong organic growth, acquisitive strategy, and [Power of One model](#), OneDigital's partnership with CAL Insurance is a significant opportunity to expand its customer reach with a truly national presence.

About OneDigital

OneDigital's team of fierce advocates helps businesses and individuals achieve their aspirations of health, success and financial security. Our insurance, financial services and HR platform provides personalized, tech-enabled solutions for a contemporary work-life experience. Nationally recognized for our culture of caring, OneDigital's teams enable employers and individuals to do their best work and live their best lives. More than 100,000 employers and millions of individuals rely on our teams for counsel and access to fully integrated worksite products and services and the retirement and wealth management advice provided through OneDigital Investment Advisors. Founded in 2000 and headquartered in Atlanta, OneDigital maintains offices in most major markets across the nation. For more information, visit onedigital.com.

About CAL Insurance

CAL Insurance was founded in 1927 in San Francisco by Cyril Anthony Lagomarsino. For almost a century, CAL has protected its clients through three major sectors of its business: employee benefits, private clients, and commercial P&C insurance. The mission at CAL Insurance is to support and advise clients in every stage of growth and ownership. For more information, visit mycalteam.com.