

Katy Spillers

Partner

Los Angeles

katy.spillers@troutman.com

D 213.687.6742



Katy represents CEOs and founders, particularly of emerging growth and middle-market companies, in a broad range of corporate matters.

OVERVIEW

Katy's practice encompasses mergers and acquisitions, financings, and joint ventures. She represents clients in a wide variety of industries, but she has vast knowledge and experience advising branded consumer products, technology/new media, and entertainment companies.

Demonstrating her staunch commitment to the advancement of women entrepreneurs and leaders, Katy is a founding member/sponsor of Women's Entrepreneurship Day and serves on its advisory board. She is also an active member of the Women's Leadership Council and participated in its first class of associate members.

REPRESENTATIVE MATTERS

- Represents, since 2016, Barstool Sports, Inc., one of the country's fastest-growing digital media companies, and in 2020 represented Barstool in its exclusive sports betting and gaming partnership with Penn National Gaming, Inc. (now known as PENN Entertainment, Inc.), a publicly traded gaming company. The \$163 million deal was significant because it involved the first major transaction between a media company and gaming company since the Supreme Court essentially legalized sports betting in 2018.
- Represents Karlie Kloss in consumer investments, talent deals, fundraisers, sponsorships, adviser services, and various agreements (i.e., endorsement, program, appearance, collaboration, hosting, and charitable promotion agreements), which include Dior, Vogue/Nordstrom, Amazon Fashion, Project Runway, Amex, Nintendo, SAP, and Away. Katy also represents Karlie Kloss' Kode With Klossy (KWK), free coding camps that create learning experiences and opportunities for young women that increase their confidence and inspire them to pursue their passions in a technology-driven world. KWK deals include Ford, StockX, Omaze, Teach for America, Bumble, and Ad Council.
- Represented Good American since inception through each fundraising round. Founded by Emma Grede and Khloé Kardashian, Good American is a leader in the body positivity movement.
- Represented SKIMS since its inception in each fundraising round. SKIMS is a shapewear line founded by Kim Kardashian.
- Represents celebrity clients in negotiating and structuring investments in digital media and entertainment technology companies, including user acquisition and promotion agreements, strategic partnerships, and

incentive compensation arrangements.

- Represents a software company focused on real estate-related applications in formation and early-stage financing matters.
- Represents a high-net-worth client in connection with the reorganization of a mobile gaming company, the acquisition of intellectual property assets, and the formation of a new venture.
- Represents an independent furniture manufacturing and design firm in connection with initial debt and equity financing, employee and consultant incentive plans, and joint venture agreements.
- Represents a startup technology company in connection with entity formation, partnership, intellectual property and tax issues, and venture capital financing transactions.
- Represents an online video game company in connection with debt and equity financings and acquisitions, including acquisitions of distressed assets from a UK-based company, as well as all day-to-day general corporate matters.
- Represented a major entertainment company in the acquisition of a high-profile \$100 million intellectual property portfolio.
- Represented a celebrity client in connection with a consumer goods joint venture, including negotiation of joint venture agreements, secured financing agreements, and license/endorsement agreements.
- Represented a high-profile entertainment executive in connection with a \$40 million offering of membership interests to pursue sports and entertainment-related investment opportunities.
- Represented multiple real estate developer clients in connection with private offerings ranging from \$10 million to \$40 million to raise funds to acquire industrial and commercial properties, hotels, and residential real estate portfolios.
- Represented an investment trust focused on alternative energy companies and other clean tech industries, including structuring, negotiating, and documenting PIPE transactions (private investment in public companies) and numerous investments in venture-stage companies ranging from startups to late-round financings; representation also included preparing, filing, and managing the trust's U.S. securities filing obligations and coordinating similar international filing obligations.

AWARDS

- *Los Angeles Business Journal*, Top 100 Lawyers (2024)
- *Los Angeles Business Journal*, Top Women Attorneys in Los Angeles (2020)
- *The Best Lawyers in America®*: Corporate Law (2024-2026), Tax Law (2020, 2025)
- *Super Lawyers®* Southern California (2016-2020)
- *Super Lawyers®* Southern California Rising Star (2009-2014)

TOP AREAS OF FOCUS

- Cosmetic and Personal Care Products
- Entertainment
- Retail
- Technology

ALL AREAS OF FOCUS

- Capital Markets
- Corporate
- Corporate Governance

- Cosmetic and Personal Care Products
- Entertainment
- International
- Mergers + Acquisitions
- Private Equity
- Retail
- Technology

PROFESSIONAL/COMMUNITY INVOLVEMENT

- Founding member/sponsor, Women's Entrepreneurship Day
- Advisory board member, Women's Entrepreneurship Day
- Member, Women's Leadership Council
- Former board member, World Law Group
- Member, California Fashion Association
- Association for Corporate Growth
 - Board member, Women of ACG
- Volunteer advocate, Bet Tzedek and Los Angeles County Bar Association Small Claims Workshop and Clinic

EDUCATION AND CERTIFICATIONS

EDUCATION

- University of California, Los Angeles School of Law, J.D., 2005
- University of California, Berkeley, B.A., *high distinction*, 2002, Phi Beta Kappa

BAR ADMISSIONS

- California