



Katy Spillers

Partner

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Emerging growth and middle-market companies seek Katy's counsel and guidance for their corporate matters including their mergers and acquisitions, financings, and joint ventures. She has worked with businesses in nearly every industry but she has a passion and deep industry expertise in branded consumer products, technology, new media, and entertainment industries.

Significant representative matters include:

- Since 2016, Katy has represented **Barstool Sports, Inc.**, one of the country's fastest-growing digital media companies (valued at \$450M), and in January 2020 represented Barstool in its exclusive sports betting and gaming partnership with Penn National Gaming, Inc. ("Penn National"), a publicly-traded gaming company. The \$163M deal is significant because it involves the first major transaction between a media company and gaming company since the Supreme Court essentially legalized sports betting in 2018.
- Represents **Karlie Kloss** personally in consumer investments, talent deals, fundraisers, sponsorships, advisor 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's **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 ADCouncil.

Recently, Katy represented Karlie Kloss in the acquisition of high-end fashion publication W Magazine and the formation of W Media, a joint venture with Bustle Digital Media Group and Sara Moonves, Editor-In-Chief.

- Represents **Good American** since inception through each fundraising round. Founded by Emma Grede and Khloe Kardashian, Good American is a leader in the body positivity movement.
- Represents **Skims** since inception in each fundraising round. Skims is a shapewear line founded by Kim Kardashian West.

Katy has established herself as a leader in and outside of the firm. After becoming a partner of the firm early in her career, she serves on the firm's strategic planning committee, is the firm's representative and a former member of the board of the World Law Group (a global network of leading independent law firms), and participates in the firm's lateral and associate recruiting initiatives.

In support of her commitment to women entrepreneurs and female leaders in business, Katy is a founding member/sponsor of Women's Entrepreneurship Day and serves on its advisory board. In addition, Katy is an active member of the Women's Leadership Council and was included in its first class of associate members.

Professional Affiliations

- Member, [California Fashion Association](#)
- Member, [Women's Leadership Council](#)
- Founding Member/Sponsor, [Women's Entrepreneurship Day](#)
- Member, [Association for Corporate Growth](#) / Former Board Member, Women of ACG
- Volunteer Advocate, Small Claims Workshop and Clinic in conjunction with Bet Tzedek and Los Angeles County Bar Association

Awards

- Recognized as a "California Trailblazer" in *The Recorder*, 2020
- Named to "Top Women Attorneys in Los Angeles" list in *Los Angeles Business Journal*, 2020
- Listed in *The Best Lawyers in America* for Mergers & Acquisitions Law, 2020-2021, and Tax Law, 2022
- Southern California *Super Lawyers*, 2016-2021
- *Southern California Rising Stars*, 2009-2014

Bar Admissions

- California

Education

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

Representative Matters

- Represented **Skims Body, Inc.**, a popular shapewear and loungewear brand, since inception through each fundraising round, including the latest round of \$154 million at a \$1.6 billion valuation.
- Represented **Karlie Kloss** in the acquisition of high-end fashion publication W Magazine and the formation of W Media, a joint venture with Bustle Digital Media Group and Sara Moonves, Editor-In-Chief
- Represent software company focused on real estate-related applications in the formation and early-stage financing matters
- Represent high net worth client in connection with the reorganization of a mobile gaming company, the acquisition of intellectual property assets, and the formation of new venture
- Represent an independent furniture manufacturing and design firm in connection with initial debt and equity financing, employee and consultant incentive plans and joint venture agreements
- Represent a start-up technology company in connection with entity formation, partnership, intellectual property, tax issues, and venture capital financing transactions
- Represent an online video game company in connection with debt and equity financings, 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 dollar 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 dollar 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 cleantech industries, including structuring, negotiating and documenting PIPE transactions (private investment in public companies) and numerous investments in venture-stage companies ranging from start-ups 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

Insights

September 20, 2021

Greenberg Glusker Partners Featured in Los Angeles Times' Beauty & Consumer Goods Roundtable
Los Angeles Times

August 19, 2021

39 Greenberg Glusker Attorneys Named to 2022 Best Lawyers® List

April 13, 2021

Greenberg Glusker Advises Client Skims in \$154 Million Funding

Greenberg Glusker Press Release

January 21, 2021

26 Greenberg Glusker Attorneys Selected to 2021 Southern California Super Lawyers

Super Lawyers

October 5, 2020

Greenberg Glusker Partners Katy Spillers and Jesse Saivar Recognized in California Trailblazers List for 2020

The Recorder

August 20, 2020

36 Greenberg Glusker Attorneys Named to 2021 Best Lawyers® List

August 19, 2020

Greenberg Glusker Represented Karlie Kloss in the Buyout of W Magazine

April 27, 2020

Los Angeles Business Journal Recognizes Partners Eskenazi and Spillers in its List of 2020 Top Women Attorneys

April 16, 2020

Businesses Look to Government Lifelines in Order to Survive

California Apparel News

February 24, 2020

Data Privacy, Retail & Consumer Goods: A Roundtable Discussion

Los Angeles Business Journal

January 31, 2020

Greenberg Glusker Represented Barstool Sports in its Exclusive Sports Betting and Gaming Partnership with Penn National Gaming

January 15, 2020

23 Greenberg Glusker Attorneys Selected to 2020 Southern California Super Lawyers

August 15, 2019

29 Greenberg Glusker LLP Lawyers Named to 2020 Best Lawyers® List

January 31, 2019

24 Greenberg Glusker Attorneys Selected to 2019 Southern California Super Lawyers

January 22, 2016

23 Greenberg Glusker Attorneys Named to Super Lawyers 2016

Super Lawyers

January 8, 2016

Should We Be Practicing SAFE Investments?

VC-List

December 2, 2015

Katy Spillers Elected to World Law Group

World Law Group

October 15, 2014

Greenberg Glusker's Katy Spillers Named to 2014 "Rising Women in Technology" List

Greenberg Glusker Press Release

December 15, 2013

Greenberg Glusker Announces Five New Partners in Los Angeles

Greenberg Glusker Press Release

2012

Legal Tips for Startups

Silicon Beach Fest 2012

October 1, 2011

Bet Tzedek Names Greenberg Glusker 2011 Pro Bono Firm of the Year

Greenberg Glusker Press Release- Bet Tzedek