

# Yaphett K. Powell, J.D., M.B.A.

Loyola Marymount University | Loyola Law School | Los Angeles

**Senior attorney and advisor with broad business and legal experience**, including 15+ years in entertainment, media & sports at global companies. Strategic lawyer and executive focused on advancing businesses, protecting IP and brands, and leading high-performing teams. Strengths include negotiating complex commercial transactions and business deals.

U.S. and International Experience  
Deal Negotiations and Management  
Business, Financial, and Legal Acumen

## EXPERIENCE

### LOYOLA MARYMOUNT UNIVERSITY | LOYOLA LAW SCHOOL (July 2025 - Present)

#### Director, Entertainment & Media Law Institute

Serve as the leader and head of a major university institute dedicated to entertainment, media & sports law.

- Provide strategic leadership to Loyola's nationally recognized Entertainment & Media Law Institute. Direct all aspects of the Institute while providing insight and leadership for new programming and opportunities. Lead the rebranding and strategic expansion of the Institute into a global-facing academic and industry hub focused on entertainment, media, sports, emerging technology, and international markets to be known as the Global Entertainment, Media & Sports Law Institute.
- Lead local, national, and global engagement with the Institute. Plan events, including symposia, conferences, and speaker presentations, to maintain and strategically increase Loyola's strong ties with industry attorneys and executives. Build partnerships across the university with other schools and programs, particularly the LMU College of Business Administration and the LMU School of Film and Television.
- Represent Loyola as an ambassador within the entertainment, media, and sports industries in both traditional and emerging areas, including streaming platforms, social media, esports, video gaming, and global entertainment, media & sports expansion.

#### Associate Clinical Professor of Law

Serve as a Professor and Faculty Advisor in the fields of entertainment, media & sports law.

- Serve as Faculty Advisor for Loyola's Entertainment & Media Law Concentration, guiding curriculum and course development, faculty engagement, and student career preparation in entertainment, media & sports law.
- Serve as Faculty Co-advisor for the *Loyola of Los Angeles Entertainment Law Review*, supporting student editors and advancing legal scholarship in entertainment, media & sports law and underlying fields such as intellectual property.
- Teach core doctrinal and experiential courses, including *Entertainment Law* and the *Entertainment Law Practicum*, integrating real-world transactional and litigation skills into classroom learning. Develop new practicum experiences, speaker series, cross-disciplinary partnerships, and externship opportunities with industry leaders and organizations in Los Angeles and beyond.

### THE WALT DISNEY COMPANY (September 2015 - June 2024)

#### Vice President, International Business Affairs, Acquisitions & Licensing

10/2022 - 6/2024

In 2022, promoted to Vice President with expanded responsibility as a lead corporate headquarters-based deal negotiator and advisor for all Disney international territories across a wide variety of content deal types for streaming platforms and linear networks.

- Structured, negotiated, drafted, and closed a high volume of scripted and unscripted content production, acquisition, and distribution agreements and term sheets for all types of titles (movies, series, documentaries, etc.) under tight timelines, including work-for-hire commissions, co-productions, licenses, and talent deals.
- Led deal negotiations and interactions. Developed strategy tailored to negotiations. Maintained consistency and clarity on key deal terms. Collaborated with Disney business affairs executives and attorneys globally to close deals and drive results. Advised senior management on complex issues and IP rights. Executed global content production and licensing strategy, deal management, business development, and cross-border alignment and partnerships. Led and managed a team of executives.
- Partnered with U.S. and international Disney business units. Communicated U.S. deal developments and potential impacts for international territories. Provided deal guidance and recommendations based upon U.S. experience. Oversaw international deal negotiations. Reviewed and approved international agreements. Worked with U.S. and international teams to achieve global scale for content production and licensing activity. Drove holistic, worldwide view with respect to business models.

**Executive Director, Global Content Acquisition & Licensing, Disney Streaming****5/2021 - 10/2022**

In 2021, lateraled to a senior licensing executive role for Disney Streaming SVOD services worldwide (Disney+, Hulu, ESPN+, Star+).

- Structured, negotiated, drafted, and closed content acquisition and licensing agreements with global studios and production companies (e.g., Sony, Universal, Paramount, MGM, Lionsgate), internal rights holders (e.g., intercompany agreements with Disney-owned studios such as 20<sup>th</sup>, Searchlight, FX, and ABC), and various other U.S. and international content licensors.
- Led deal negotiations and interactions. Developed strategy tailored to negotiations. Maintained consistency and clarity on key deal terms. Partnered with multiple Disney Streaming teams to close deals and drive results.
- Executed global content acquisition and licensing strategy, business development, deal management, business negotiations, and cross-border alignment and partnerships. Partnered closely with Disney's international teams in Europe, Latin America, and Asia-Pacific regions to acquire and produce content and grow Disney's streaming businesses globally. Led and managed a team of executives.

**Principal Counsel, Disney Media & Entertainment Distribution****9/2015 - 5/2021**

Associate Principal Counsel 9/2015 - 9/2017; Principal Counsel 9/2017 - 5/2021: Senior business & legal affairs attorney specializing in negotiating and managing a high volume of complex U.S. and international content licensing, sales, and distribution agreements for Disney's full portfolio of studios, networks, and streaming services. Led and managed evolving teams of attorneys and paralegals.

- Negotiated, structured, drafted, and closed content licensing, sales, and distribution agreements with global digital distribution companies (e.g., Netflix, Apple, Google, Amazon), MVPDs (e.g., Comcast), external and internal content rights holders, and other U.S. and international content licensors and licensees. Broad experience with both inbound and outbound content licensing deals and a wide variety of content distribution business models, including subscription and television business models (SVOD, AdVOD, linear), transactional business models (EST, TVOD), and app-based business models.
- Led business and legal affairs interaction with external parties (e.g., external rights holders and licensees), internal rights holders (e.g., Disney-owned studios), and internal stakeholders (e.g., sales, marketing, operations, and finance). Developed strategy tailored to negotiations. Drove negotiations to optimize revenue and minimize risk. Assimilated new business models into existing agreements. Maintained consistency and clarity on key deal terms. Advised senior executives and business teams on complex licensing, sales, and distribution issues, including content marketing/promotion and intellectual property rights.

**UNIVERSITY OF SOUTHERN CALIFORNIA, GOULD SCHOOL OF LAW****Adjunct Professor (Lecturer-in-Law), International Business Transactions****8/2018 - 7/2025**

Taught and led the core *International Business Transactions* course at the USC Gould School of Law. Manage a class of both JD and international LLM students. Educate law students on complex international business and transactional law topics, including import-export transactions, foreign direct investment, intellectual property transactions, international M&A, tax, antitrust, and international trade laws.

**Advisory Board Member, Center for Transnational Law & Business****8/2022 - 7/2025**

Served on the Advisory Board for the USC Center for Transnational Law & Business. Promote world-class policy analysis, research, and international legal & business programming.

**VUBIQUITY, INC.****Vice President, Business & Legal Affairs – Content Acquisition & Digital Distribution****5/2014 - 9/2015**

Served as the lead business & legal affairs attorney responsible for negotiating and managing a high volume of complex U.S. and international content licensing agreements for premium films and television series from major studios and independent producers.

- Negotiated, structured, drafted, and closed content acquisition, distribution, and licensing agreements with major studios (Disney, Fox, Warner Bros., Universal, Paramount, Sony, Lionsgate and MGM), independent producers, traditional content distributors (e.g., MVPDs), and digital distribution companies in the U.S. and internationally.
- Worked closely with the President, CEO, CFO, and other senior executives to develop and execute content acquisition and distribution strategy for both traditional and emerging business models, including linear television, digital locker rights, VOD, and Pay-Per-View live events. Advised business teams on legal matters. Led and managed an attorney and paralegal, sat first chair on all transactions, and reported directly to the worldwide General Counsel and Chief Legal Officer based in Washington, DC.

**FOX NETWORKS GROUP (September 2009 - February 2014)****Director, Business & Legal Affairs (2009 - 12) / Network Television Distribution Sales & Business Affairs (2012 - 14)**

During career at Fox, laterally recruited from an attorney role to a sales and business affairs executive role with financial, revenue, marketing, promotion, and business development responsibility for Fox's full portfolio of TV network properties and brands:

- Fox Networks Distribution Sales & Business Affairs (2012 - 2014): Structured, negotiated, and managed complex television deals with major U.S. MVPDs to execute the launch, carriage, and distribution of Fox's linear broadcast, cable, and regional sports networks and their related TV Everywhere digital apps, including the 2013 launches of Fox Sports 1 and 2. Executed distribution sales, marketing strategy, financial analysis, revenue generation, business development, and deal management.
- Fox International & Emerging Sports Networks (2011 - 2012): Handled business & legal affairs for multiple Fox international cable networks, including Fox International Channels, Fox Soccer Channel, and Fox Deportes. Negotiated, structured, drafted, and closed a wide variety of complex U.S. and international agreements and legal documents for producing, acquiring, distributing, marketing, promoting, and sponsoring live sports content, including sports media rights to the 2012-18 UEFA Champions League and Europa League annual competitions and the 2022 FIFA World Cup in Qatar. Collaborated with U.S. and international Fox and News Corp. business units. Led legal interaction with external parties and internal stakeholders (e.g., production, ad sales, marketing, operations, and finance). Successfully closed deals under tight timelines and managed relationships with attorneys, agents, and sports rights holders. Advised business teams on legal matters. Managed paralegals.
- FOX Broadcasting Company (2009 - 2011): Handled business & legal affairs for all FOX broadcast television network projects, specials, and series, including live TV events such as the Emmys, American Music Awards, and American Idol (served as the official on-set attorney for live airings of American Idol). Negotiated, structured, drafted, and closed a wide range of agreements and documents, including pilot/series licenses, production agreements, talent agreements, marketing/promotion agreements, barter agreements, and sponsorship agreements under tight timelines. Advised business teams on legal matters.

#### OUTSIDE COUNSEL / LAW FIRM EXPERIENCE (August 2001 - January 2009)

- Richardson & Patel LLP - Senior Associate (8/2006 - 1/2009): Led and managed complex U.S. and international corporate, finance, and M&A transactions. Negotiated, structured, drafted, and closed complex deals, including public offerings, joint ventures, and international business transactions. Advised clients on multimillion-dollar deals. Managed legal deal teams.
- Stroock & Stroock & Lavan LLP - Midlevel Associate (12/2004 - 8/2006): Handled complex commercial litigation and corporate entertainment deals. Negotiated, structured, drafted, and closed film and television content licensing, financing, and production agreements. Advised clients on complex issues, including IP rights and chain of title. Licensed and certified NBA player agent.
- K&L Gates LLP - Junior Associate (8/2001 - 4/2003): Handled complex investment management matters. Research and analyzed commercial laws. Drafted documents. Advised clients on creating collective investment mutual and hedge funds.

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#### REPRESENTATIVE COMMUNITY LEADERSHIP

##### UNIVERSITY OF SOUTHERN CALIFORNIA CENTER FOR TRANSNATIONAL LAW & BUSINESS

**Board Member: Advisory Board, USC Gould School of Law Center for Transnational Law & Business** **2022 - 2025**

Promoted world-class policy analysis, research, and educational opportunities and programs in international business, law, and policy. Partnered with other community leaders to serve USC, the broader Southern California community, the nation, and the world.

##### LEADERSHIP COUNCIL ON LEGAL DIVERSITY (LCLD)

**Mentor and Career Coach: 1L Scholars Program** **2020 - 2021**

Served as a mentor and career coach for first-year law students. Strengthen the legal pipeline by empowering the next generation of diverse leaders in the legal profession. Partner with other LCLD leaders to promote inclusion in organizations, circles of influence, and society, with the goal of building a more equitable and diverse legal profession.

##### KCET-LINK TELEVISION & MEDIA GROUP

**Board Member: Community Advisory Board, KCET TV Station, Southern California** **2015 - 2018**

Advised the governing body of KCET with respect to programming and other policies in order to meet the special educational and cultural needs of the communities served by KCET. Represented and advocated for diverse constituencies and a wide array of issues, such as aging/senior citizens, cultural diversity, community services, health services, economy, family, youth, and local education/schools.

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## PROFESSIONAL SPEAKING ENGAGEMENTS

### **September 2024 Driving Diversity in Law & Leadership Summit: Los Angeles**

#### **Moderator: Breaking the Mold: Empowering Legal Talents Across Socioeconomic Lines**

- Moderated an expert panel of lawyers, including Buchalter shareholder Cecilia Miller, discussing how professionals from lower socioeconomic backgrounds encounter significant challenges that hinder their journey from before law school, through the hiring process, and into their professional career.

### **June 2024 Driving Diversity in Law & Leadership Summit: Washington, DC**

#### **Panelist: From Vision to Reality: Making ERGs a Driving Force in Your DE&I Initiatives**

- Spoke on an expert panel of lawyers discussing corporate Employee Resource Groups (ERGs) based on my leadership and experience as a co-founder and Chair of Disney Lawyers of Color (DLOC).

### **2023 California Lawyers Association (CLA) Intellectual Property in Entertainment & Media Conference**

#### **Panelist: Content Licensing & Promotion in Asia-Pacific Markets**

- Led and spoke on an expert panel of lawyers and executives discussing business and legal issues in cross-border IP, media, and entertainment content licensing in APAC markets.

### **2021 UCLA Anderson School of Management**

#### **Panelist: Streaming Wars and the Transformation of the Entertainment Landscape**

- Spoke on an expert panel of entertainment lawyers and business executives discussing business and legal issues involved in the global streaming business.

### **2021 USC Marshall School of Business**

#### **Guest Speaker: A Conversation on the Streaming Landscape**

- Served as a guest speaker for the USC Marshall Entertainment Association discussing business and legal issues involved in the global streaming business.

### **2017-2018 UCLA School of Law and USC Gould School of Law**

#### **Panelist: Moving Movies, Music & Television Across the Pacific**

- Spoke on an expert panel of entertainment lawyers discussing business and legal issues involved in exporting and distributing entertainment content between the United States and Asia: USC Gould School of Law (2017) and UCLA School of Law (2018)

### **2016 Black Entertainment & Sports Lawyers Association (BESLA) Annual Conference**

#### **Panelist: Digital Media, Entertainment Technology, and the Law**

- Spoke on an expert panel of lawyers discussing business and legal issues in digital media, technology, and entertainment.

### **2015-2018 Association of Corporate Counsel (ACC) Street Law Program**

#### **Panelist: ACC Street Law**

- Served as a speaker and youth mentor for the ACC Street Law Program. This program, developed by ACC in collaboration with the Street Law organization, creates partnerships between lawyers and nearby high school law classes serving youth from a wide variety of backgrounds. The program encourages high school students to continue their educations and to consider law careers.

### **2015 Loyola Law School Entertainment & Digital Media Symposium**

#### **Panelist: Keynote / primary panel**

- Spoke on an expert panel of lawyers and business executives discussing business and legal issues in digital media and entertainment.

### **2015 National Asian Pacific American Bar Association (NAPABA) Annual Convention**

#### **Panelist: The New Hollywood: How Technology is Transforming Entertainment Media**

- Spoke on an expert panel of lawyers discussing legal issues in entertainment, technology, and digital media.

### **2014 Boston University Entertainment Business, Promotions & Marketing Course**

#### **Guest Speaker: Entertainment & Digital Media Law**

- As a guest speaker, taught entertainment and digital media law to Boston University students enrolled in the Entertainment Business, Promotions & Marketing course at the university's School of Communications.

## **2012 University of Miami School of Law Annual Entertainment & Sports Law Symposium**

### **Panelist: From TV Screen to Computer Screen: Distributing Entertainment & Sports Content in the Digital Age**

- Led and spoke on an expert panel of lawyers discussing business and legal issues affecting digital distribution of entertainment and sports content.

## **2011 National Asian Pacific American Bar Association (NAPABA) Annual Convention**

### **Panelist: Legal Trends in Intellectual Property, Mobile Technology, and Digital Media**

- Spoke on an expert panel of lawyers discussing legal issues in intellectual property, mobile technology, and digital media.

## **2010 National Asian Pacific American Bar Association (NAPABA) Annual Convention**

### **Moderator: Moving Movies, Music & Television Across the Pacific**

- Moderated an expert panel of entertainment lawyers discussing business and legal issues involved in exporting and distributing entertainment content between the United States and Asia.

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## EDUCATION & BAR LICENSES

### **M.B.A., UCLA Anderson School of Management**

**2011**

**Dual-Concentration:** Entertainment & Media Management, Leadership

**Activities:** Sports Business Association, Entertainment Management Association, UCLA Producers Program

**Real-World Experience:** JSYPR Sports PR Agency Intern, Global Access Program (global market strategy consulting project for a real-world, international Australian sports medicine company; required for graduate MBA thesis)

### **J.D., University of Miami School of Law**

**2001**

**Honors:** 3.55 GPA (Top 10%), Graduated *magna cum laude*, Dean's List, Order of the Coif

**Leadership:** President, Entertainment & Sports Law Society

**Real-World Experience:** Florida Bobcats Arena Football League Team, Front Office Intern - Summer 1998 (West Palm Beach, FL); NBCU Telemundo TV Network, Business & Legal Affairs Intern - Spring 1999 (Hialeah, FL)

### **B.S., University of Florida**

**1998**

**Major:** Sports Management and Sports Science – College of Health & Human Performance

**Honors:** 3.72 GPA (Top 7%), Graduated *with Honors*, Dean's List, Golden Key International Honor Society

**Real-World Experience:** Gainesville Growlers Semiprofessional Football Team, Starting Defensive Back - Spring 1996; University of Florida Athletics Department Intern: NCAA Baseball, Softball, Basketball, and Olympic sports - Spring 1998

\*California Bar License and Florida Bar License\*