



**A natural collaborator and communicator, Steve Herst is a corporate and government services attorney known for resolving complex matters involving unclaimed property and escheat issues, as well as transactional, regulatory, and legislative matters for businesses and governmental clients. Steve has a detailed and practical understanding of such issues and a reputation as a problem solver.**

Steve enjoys explaining arcane unclaimed property law, regulations, and theory to clients in plain English. For more than a decade, he has been instrumental in deciphering abandoned property/escheat matters involving all states and reporting jurisdictions, providing legal counsel to businesses and states to resolve even the most complex issues –as a regulator and in private practice. Steve has resolved hundreds of unclaimed property audits and voluntary disclosures involving nearly every type of industry, including e-commerce, healthcare, manufacturers, oil and gas, and retailers. Steve has a dedicated focus regarding unclaimed property issues related to fintech, securities, broker-dealers, investment banks, and mutual fund companies.

Unlike his golf game, when it comes to abandoned property issues, Steve is on point. Knowing the wind direction or the location of sand traps and water hazards is key to selecting the right golf club – similarly, Steve anticipates his clients' needs and carves out strategies to achieve the best results. His goal is to curb clients' concerns by understanding their worries and expectations, asking questions, explaining the applicable laws, and assisting them in a resolution.

In addition to his unclaimed property work, Steve regularly represents startup, early-stage, and emerging growth companies, and advises clients regarding regulatory, administrative, legislative, and political matters.

Before joining the firm, Steve was a principal and attorney with a third-party unclaimed property auditor and an associate at an AM Law 100 Firm.

Steve's early experience included serving as a clerk for the Hon. Judge

## Stephen S. Herst

### Partner

222 Delaware Avenue  
Suite 1200  
Wilmington, DE 19801

P 302-300-3446  
F 302-300-3456  
[stephen.herst@btlaw.com](mailto:stephen.herst@btlaw.com)

### EDUCATION

Rutgers Law School, (J.D.), 2011  
University of Delaware, (B.A.), politics  
and history, 2007

### BAR ADMISSIONS

Delaware  
Pennsylvania

### LANGUAGES

English

### PRACTICES

Corporate  
Emerging Companies and Venture  
Capital  
State and Local Taxation  
Tax

### INDUSTRIES

Government and Public Finance  
Government Services  
Unclaimed Property

Richard R. Cooch in the Delaware Superior Court, an extern for the Hon. Judge Leonard P. Stark in the U.S. District Court of Delaware, and as a body man for U.S. Sen. Thomas R. Carper of Delaware.

Outside of work, Steve enjoys spending time with his family and dreams that his two sons will lose fewer golf balls than their father.

## **Professional and Community Involvement**

Unclaimed Property Professionals Organization

National Association of State Treasurers (NAST)

Delaware Administrative Law Improvement Task Force

Delaware State Bar Association