



National
Association of
Innovative
Lighting
Distributors

David Steiner - CEO
% D+R International
600 - 1751 Pinnacle Drive
McLean VA 22102 USA

July 24th, 2025

Dear Mr. Steiner,

I hope this message finds you well.

We recently wrote to Ms. Christina Halfpenny, Executive Director of the DesignLights Consortium (DLC), requesting a breakdown of the major expense items listed under "Application Review and QPL" or similar titles in DLC's annual financial statements. These line items total between \$5 million and \$7 million per year, accounting for 60 to 80 percent of DLC's total revenue.

Ms. Halfpenny informed our committee chairman, Devin Wall, that these funds are paid to D+R International, which you lead.

In the interest of transparency and a better understanding of how these funds are used, we would appreciate a general breakdown of the services D+R International provides in return. We are not seeking proprietary details—just a basic summary of the primary activities or service categories involved, with particular interest in the number of full-time staff dedicated to "QPL and Application Review", their roles, and the deliverables provided to the 501(c)(3).

Clarity around these recurring expenses will help build confidence and transparency across the lighting industry, particularly among those who support and rely on DLC's work.

We would also like to invite you to be a guest on NAILD's Get a Grip on Lighting podcast to share more about D+R International's role in the DLC ecosystem. It would be a valuable opportunity for the industry to hear directly from you on how your team supports this important work.

We would welcome your response by September 5, 2025, as we are preparing for broader industry discussions.

Thank you for your time and attention to this matter.

Sincerely,

Matt Honson
President
National Association of Innovative Lighting Distributors (NAILD)

CC - NAILD Board of Directors, Erin Sturm, Christina Halfpenny

