

## MEDICAL CANNABIS PROGRAM REPORT | AUGUST 2023

<b>Program Participation</b>	June	July		August	
Total Unique Patients	21,690	22,555	(↑)	23,207	(↑)
Total Unique Caregivers	61	62	(↑)	62	(-)
Total Unique Healthcare Providers	653	653	(-)	653	(-)
Total Unique Patients Served by a Registered Dispensary	11,703	10,803	(↓)	10,876	(↑)

<b>Upcoming Patient Expirations</b>	September	October	November
	141	109	235

<b>Patients—DC Residents</b>	June	July		August	
Total Unique Patients	6,565	6,324	(↓)	6,426	(↑)
Total Unique Sales	17,673	16,798	(↓)	17,134	(↑)
Total Unique In-Store Sales	16,761	15,685	(↓)	16,084	(↑)
Total Unique Delivery Sales	912	1,113	(↑)	1,050	(↓)
Average Sale	\$97	\$94	(↓)	\$92	(↓)
In-Store Average Sale	\$93	\$89	(↓)	\$87	(↓)
Delivery Average Sale	\$166	\$169	(↑)	\$167	(↓)
In-Store Sales Total	\$1,563,805	\$1,388,290	(↓)	\$1,395,598	(↑)
Delivery Sales Total	\$151,031	\$187,976	(↑)	\$175,444	(↓)
Total Sales	\$1,714,836	\$1,576,266	(↓)	\$1,571,042	(↓)

<b>Non-DC Resident Patients — Reciprocity</b>	June	July		August	
Total Unique Patients	3,052	2,830	(↓)	2,843	(↑)
Total Unique Sales	6,074	5,634	(↓)	5,972	(↑)
Total Unique In-Store Sales	6,044	5,598	(↓)	5,928	(↑)
Total Unique Delivery Sales	30	36	(↑)	44	(↑)
Average Sale	\$165	\$166	(↑)	\$155	(↓)
In-Store Sale Average	\$164	\$166	(↑)	\$155	(↓)
Delivery Sale Average	\$223	\$183	(↓)	\$148	(↓)
In-Store Sales Total	\$992,686	\$930,390	(↓)	\$918,064	(↓)
Delivery Sales Total	\$6,703	\$6,547	(↓)	\$6,520	(↓)
Total Sales	\$999,389	\$936,937	(↓)	\$924,584	(↓)

**Top 5 Residencies -**

Unique patients per state	June	July	August
1.	VA (1,250)	MD (1,192)	MD (1,288)
2.	MD (1,189)	VA (1,160)	VA (1,199)
3.	FL (171)	FL (115)	FL (109)
4.	PA (93)	PA (64)	PA (83)
5.	NJ (49)	NJ (54)	NJ (43)

**Non-DC Resident Patients —  
Self-Certified Temporary**

	June	July		August	
Registered Patients Per Month	1,783	1,423	(↓)	1,431	(↑)
Total Registered Patients	13,564	14,987	(↑)	16,418	(↑)
Total Unique Patients who Purchased	2,086	1,649	(↓)	1,607	(↓)
Total Unique Sales	3,917	2,916	(↓)	2,923	(↑)
Total Unique In-Store Sales	3,900	2,885	(↓)	2,886	(↑)
Total Unique Delivery Sales	17	31	(↑)	37	(↑)
Average Sale	\$144	\$155	(↑)	\$157	(↑)
In-Store Sale Average	\$144	\$153	(↑)	\$156	(↑)
Delivery Sale Average	\$159	\$289	(↑)	\$208	(↓)
In-Store Sales Total	\$560,660	\$442,379	(↓)	\$449,854	(↑)
Delivery Sales Total	\$2,708	\$8,952	(↑)	\$7,710	(↓)
Total Sales	\$563,368	\$451,331	(↓)	\$457,564	(↑)

**Top 5 Residencies -**

Temporary Registrations per state	June	July	August
1.	MD (592)	VA (409)	VA (397)
2.	VA (376)	MD (344)	MD (396)
3.	NC (183)	NC (177)	NC (151)
4.	GA (73)	GA (58)	GA (54)
5.	FL (73)	TX (53)	FL (48)

**Monthly Sales**

	June	July		August	
Dispensaries	\$3,277,593	\$2,964,534	(↓)	\$2,953,190	(↓)
Cultivation Centers	\$1,789,072	\$1,702,617	(↓)	\$1,779,582	(↑)
Total	\$5,066,665	\$4,667,151	(↓)	\$4,732,772	(↑)

**Month-to-Month Comparison**

	August 2022	August 2023	
Dispensaries	\$2,985,860	\$2,953,190	(↓)
Cultivation Centers	\$1,827,754	\$1,779,582	(↓)
Total	\$4,813,614	\$4,732,772	(↓)

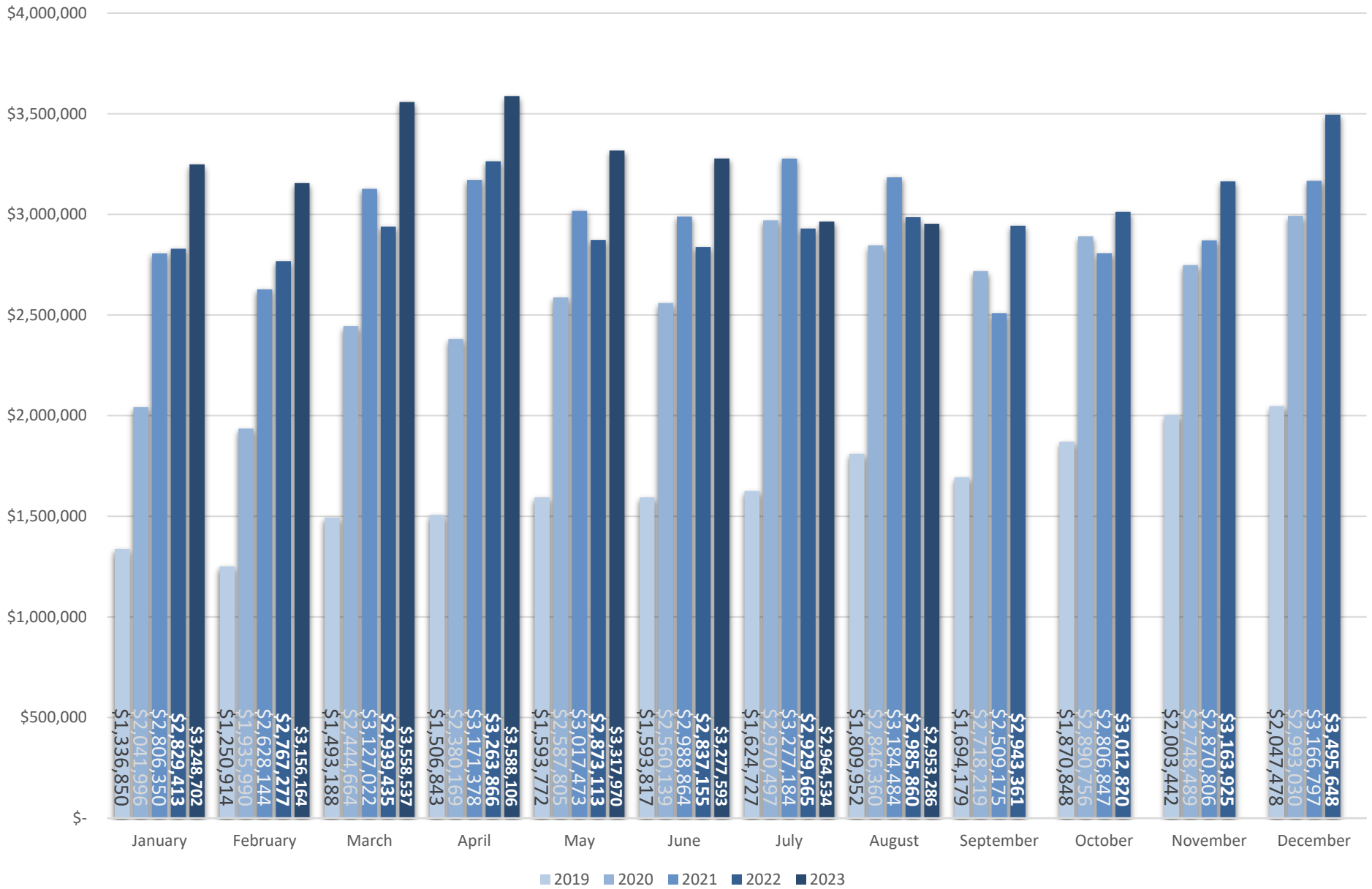
**Product Sales by Type**

	June		July		August	
	Total Sold	Value	Total Sold	Value	Total Sold	Value
Concentrate	485g	\$40,635	523g (↑)	\$40,256 (↓)	505g (↑)	\$40,135 (↓)
Flower/Bud	414lbs	2,011,125	404lbs (↓)	\$1,872,314 (↓)	436lbs (↑)	\$1,901,182 (↑)

Infused Edible (each)	8,817	\$225,735	7,585 (↓)	\$190,822 (↓)	7,271 (↓)	\$187,312 (↓)
Infused Concentrate (each)	17,726	\$690,127	16,006 (↓)	\$618,823 (↓)	15,589 (↓)	\$604,702 (↓)
Infused Topical (each)	721	\$25,291	551 (↓)	\$19,966 (↓)	516 (↓)	\$18,376 (↓)
Kief	334g	\$13,751	320g (↓)	\$13,166 (↓)	352g (↑)	\$13,790 (↑)
Shake/Trim	97lbs	\$270,929	80lbs (↓)	\$209,187 (↓)	75lbs (↓)	\$187,693 (↓)

<b>Enforcement</b>	<b>June</b>	<b>July</b>	<b>August</b>
Violations Observed	0	0 (-)	0 (-)
Patient Oversells	0	0 (-)	0 (-)
Scheduled Inspections	4	0 (↓)	4 (↑)
Cannabis Waste Destroyed	3,340lbs	2,500lbs (↓)	5,960lbs (↑)
New Product Requests	0	0 (-)	0 (-)

## Dispensary Sales Month-to-Month Comparison



## Cultivation Center Sales Month-to-Month Comparison

