

MEDICAL CANNABIS PROGRAM REPORT | JULY 2023

Program Participation	May	June		July	
Total Unique Patients	21,364	21,690	(↑)	22,555	(↑)
Total Unique Caregivers	60	61	(↑)	62	(↑)
Total Unique Healthcare Providers	653	653	(-)	653	(-)
Total Unique Patients Served by a Registered Dispensary	11,723	11,703	(↓)	10,803	(↓)

Upcoming Patient Expirations	August	September	October
	161	141	109

Patients—DC Residents	May	June		July	
Total Unique Patients	6,415	6,565	(↑)	6,324	(↓)
Total Unique Sales	18,056	17,673	(↓)	16,798	(↓)
Total Unique In-Store Sales	17,008	16,761	(↓)	15,685	(↓)
Total Unique Delivery Sales	1,048	912	(↓)	1,113	(↑)
Average Sale	\$97	\$97	(-)	\$94	(↓)
In-Store Average Sale	\$93	\$93	(-)	\$89	(↓)
Delivery Average Sale	\$164	\$166	(↑)	\$169	(↑)
In-Store Sales Total	\$1,574,155	\$1,563,805	(↓)	\$1,388,290	(↓)
Delivery Sales Total	\$171,495	\$151,031	(↓)	\$187,976	(↑)
Total Sales	\$1,745,650	\$1,714,836	(↓)	\$1,576,266	(↓)

Non-DC Resident Patients — Reciprocity	May	June		July	
Total Unique Patients	3,073	3,052	(↓)	2,830	(↓)
Total Unique Sales	6,241	6,074	(↓)	5,634	(↓)
Total Unique In-Store Sales	6,210	6,044	(↓)	5,598	(↓)
Total Unique Delivery Sales	31	30	(↓)	36	(↓)
Average Sale	\$162	\$165	(↑)	\$166	(↑)
In-Store Sale Average	\$161	\$164	(↑)	\$166	(↑)
Delivery Sale Average	\$240	\$223	(↓)	\$183	(↓)
In-Store Sales Total	\$1,000,962	\$992,686	(↓)	\$930,390	(↓)
Delivery Sales Total	\$7,445	\$6,703	(↓)	\$6,547	(↓)
Total Sales	\$1,008,407	\$999,389	(↓)	\$936,937	(↓)

Top 5 Residencies -

Unique patients per state	May	June	July
1.	VA (1,208)	VA (1,250)	MD (1,192)
2.	MD (1,198)	MD (1,189)	VA (1,160)
3.	FL (139)	FL (171)	FL (115)
4.	PA (93)	PA (93)	PA (64)
5.	NJ (58)	NJ (49)	NJ (54)

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

	May	June		July	
Registered Patients Per Month	1,798	1,783	(↓)	1,423	(↓)
Total Registered Patients	11,781	13,564	(↑)	14,987	(↑)
Total Unique Patients who Purchased	2,136	2,086	(↓)	1,649	(↓)
Total Unique Sales	3,981	3,917	(↓)	2,916	(↓)
Total Unique In-Store Sales	3,961	3,900	(↓)	2,885	(↓)
Total Unique Delivery Sales	20	17	(↓)	31	(↑)
Average Sale	\$142	\$144	(↑)	\$155	(↑)
In-Store Sale Average	\$141	\$144	(↑)	\$153	(↑)
Delivery Sale Average	\$216	\$159	(↓)	\$289	(↑)
In-Store Sales Total	\$559,599	\$560,660	(↑)	\$442,379	(↓)
Delivery Sales Total	\$4,314	\$2,708	(↓)	\$8,952	(↑)
Total Sales	\$563,913	\$563,368	(↓)	\$451,331	(↓)

Top 5 Residencies -

Temporary Registrations per state	May	June	July
1.	MD (571)	MD (592)	VA (409)
2.	VA (390)	VA (376)	MD (344)
3.	NC (180)	NC (183)	NC (177)
4.	GA (78)	GA (73)	GA (58)
5.	FL (75)	FL (73)	TX (53)

Monthly Sales

	May	June		July	
Dispensaries	\$3,317,970	\$3,277,593	(↓)	\$2,964,534	(↓)
Cultivation Centers	\$2,168,123	\$1,789,072	(↓)	\$1,702,617	(↓)
Total	\$5,486,093	\$5,066,665	(↓)	\$4,667,151	(↓)

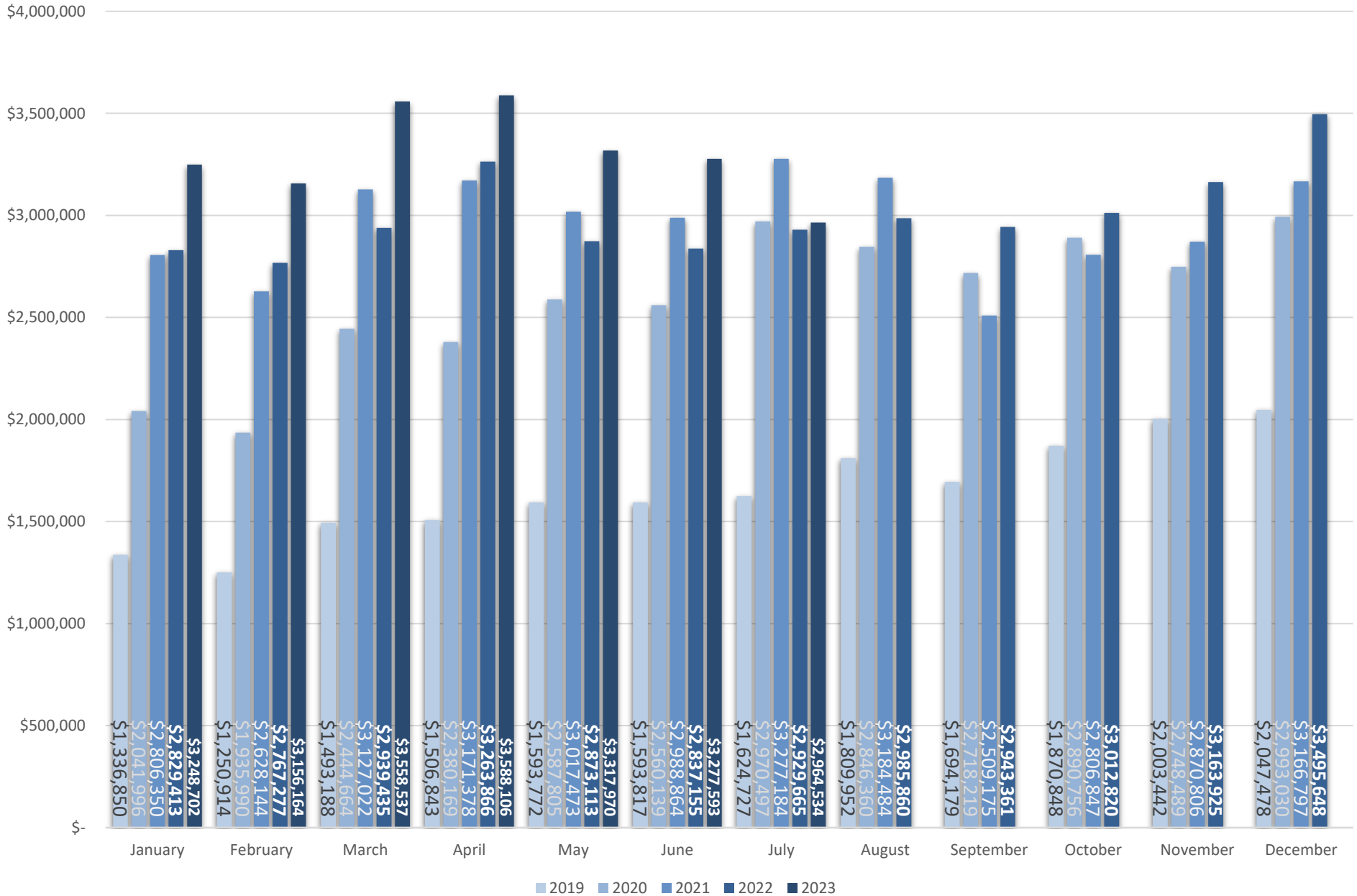
Month-to-Month Comparison

	July 2022	July 2023	
Dispensaries	\$2,929,665	\$2,964,534	(↑)
Cultivation Centers	\$1,643,132	\$1,702,617	(↑)
Total	\$4,572,797	\$4,667,151	(↑)

Product Sales by Type	May		June		July	
	Total Sold	Value	Total Sold	Value	Total Sold	Value
Concentrate	543g	\$43,178	485g (↓)	\$40,635 (↓)	523g (↑)	\$40,256 (↓)
Flower/Bud	409lbs	\$2,045,880	414lbs (↑)	2,011,125 (↓)	404lbs (↓)	\$1,872,314 (↓)
Infused Edible (each)	8,840	\$217,944	8,817 (↓)	\$225,735 (↑)	7,585 (↓)	\$190,822 (↓)
Infused Concentrate (each)	18,190	\$697,623	17,726 (↓)	\$690,127 (↓)	16,006 (↓)	\$618,823 (↓)
Infused Topical (each)	528	\$21,365	721 (↑)	\$25,291 (↑)	551 (↓)	\$19,966 (↓)
Kief	324g	\$13,834	334g (↑)	\$13,751 (↓)	320g (↓)	\$13,166 (↓)
Shake/Trim	103lbs	\$278,146	97lbs (↓)	\$270,929 (↓)	80lbs (↓)	\$209,187 (↓)

Enforcement	May	June	July
Violations Observed	1	0 (↓)	0 (-)
Patient Oversells	0	0 (-)	0 (-)
Scheduled Inspections	6	4 (↓)	0 (↓)
Cannabis Waste Destroyed	2,220lbs	3,340lbs (↑)	2,500lbs (↓)
New Product Requests	0	0 (-)	0 (-)

Dispensary Sales Month-to-Month Comparison



Cultivation Center Sales Month-to-Month Comparison

