

## MEDICAL CANNABIS PROGRAM REPORT | JUNE 2023

<b>Program Participation</b>	April	May		June	
Total Unique Patients	20,656	21,364	(↑)	21,690	(↑)
Total Unique Caregivers	59	60	(↑)	61	(↑)
Total Unique Healthcare Providers	650	653	(↑)	653	(-)
Total Unique Patients Served by a Registered Dispensary	12,260	11,723	(↓)	11,703	(↓)

<b>Upcoming Patient Expirations</b>	July	August	September
	115	161	141

<b>Patients—DC Residents</b>	April	May		June	
Total Unique Patients	6,867	6,415	(↓)	6,565	(↑)
Total Unique Sales	17,927	18,056	(↑)	17,673	(↓)
Total Unique In-Store Sales	16,765	17,008	(↓)	16,761	(↓)
Total Unique Delivery Sales	1,162	1,048	(↓)	912	(↓)
Average Sale	\$104	\$97	(↓)	\$97	(-)
In-Store Average Sale	\$100	\$93	(↓)	\$93	(-)
Delivery Average Sale	\$164	\$164	(-)	\$166	(↑)
In-Store Sales Total	\$1,673,459	\$1,574,155	(↓)	\$1,563,805	(↓)
Delivery Sales Total	\$190,162	\$171,495	(↓)	\$151,031	(↓)
Total Sales	\$1,863,621	\$1,745,650	(↓)	\$1,714,836	(↓)

<b>Non-DC Resident Patients — Reciprocity</b>	April	May		June	
Total Unique Patients	3,251	3,073	(↓)	3,052	(↓)
Total Unique Sales	6,465	6,241	(↓)	6,074	(↓)
Total Unique In-Store Sales	6,434	6,210	(↓)	6,044	(↓)
Total Unique Delivery Sales	31	31	(-)	30	(↓)
Average Sale	\$174	\$162	(↓)	\$165	(↑)
In-Store Sale Average	\$174	\$161	(↓)	\$164	(↑)
Delivery Sale Average	\$198	\$240	(↑)	\$223	(↓)
In-Store Sales Total	\$1,119,698	\$1,000,962	(↓)	\$992,686	(↓)
Delivery Sales Total	\$6,129	\$7,445	(↑)	\$6,703	(↓)
Total Sales	\$1,125,827	\$1,008,407	(↓)	\$999,389	(↓)

**Top 5 Residencies -**

Unique patients per state	April	May	June
1.	MD (1,324)	VA (1,208)	VA (1,250)
2.	VA (1,263)	MD (1,198)	MD (1,189)
3.	PA (119)	FL (139)	FL (171)
4.	FL (112)	PA (93)	PA (93)
5.	NJ (64)	NJ (58)	NJ (49)

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

	April	May		June	
Registered Patients Per Month	1,839	1,798	(↓)	1,783	(↓)
Total Registered Patients	9,983	11,781	(↑)	13,564	(↑)
Total Unique Patients who Purchased	2,142	2,136	(↓)	2,086	(↓)
Total Unique Sales	3,816	3,981	(↑)	3,917	(↓)
Total Unique In-Store Sales	3,798	3,961	(↑)	3,900	(↓)
Total Unique Delivery Sales	18	20	(↑)	17	(↓)
Average Sale	\$157	\$142	(↓)	\$144	(↑)
In-Store Sale Average	\$157	\$141	(↓)	\$144	(↑)
Delivery Sale Average	\$135	\$216	(↑)	\$159	(↓)
In-Store Sales Total	\$596,227	\$559,599	(↓)	\$560,660	(↑)
Delivery Sales Total	\$2,431	\$4,314	(↑)	\$2,708	(↓)
Total Sales	\$598,658	\$563,913	(↓)	\$563,368	(↓)

**Top 5 Residencies -**

Temporary Registrations per state	April	May	June
1.	MD (722)	MD (571)	MD (592)
2.	VA (546)	VA (390)	VA (376)
3.	NC (236)	NC (180)	NC (183)
4.	GA (112)	GA (78)	GA (73)
5.	FL (79)	FL (75)	FL (73)

**Monthly Sales**

	April	May		June	
Dispensaries	\$3,588,106	\$3,317,970	(↓)	\$3,277,593	(↓)
Cultivation Centers	\$2,280,916	\$2,168,123	(↓)	\$1,789,072	(↓)
Total	\$5,869,022	\$5,486,093	(↓)	\$5,066,665	(↓)

**Month-to-Month Comparison**

	June 2022	June 2023	
Dispensaries	\$2,837,155	\$3,277,593	(↑)
Cultivation Centers	\$1,905,953	\$1,789,072	(↓)
Total	\$4,743,108	\$5,066,665	(↑)

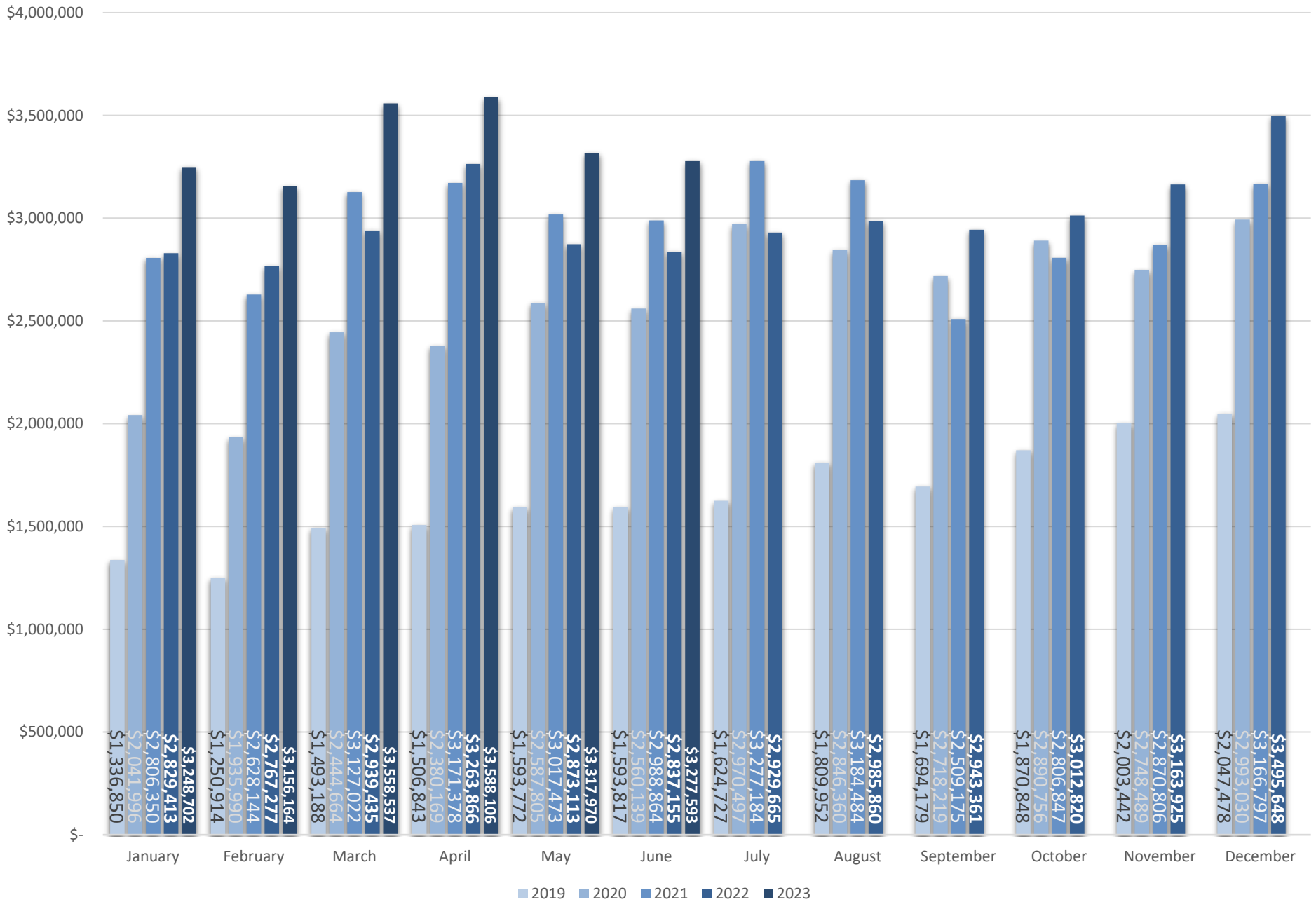
<b>Quarterly Sales</b>	<b>Q4 2022</b>	<b>Q1 2023</b>	<b>Q2 2023</b>	<b>Q3 2023</b>
Dispensaries	\$8,752,680	\$9,672,393 (↑)	\$9,963,403 (↑)	\$10,183,669 (↑)
Cultivation Centers	\$5,376,839	\$5,392,971 (↑)	\$5,682,528 (↑)	\$6,238,111 (↑)
<b>Total</b>	<b>\$14,129,519</b>	<b>\$15,065,364 (↑)</b>	<b>\$15,645,931 (↑)</b>	<b>\$16,421,780 (↑)</b>

<b>Quarter-to-Quarter Comparison</b>	<b>Q3 2022</b>	<b>Q3 2023</b>
Dispensaries	\$8,974,134	\$10,183,669 (↑)
Cultivation Centers	\$5,087,457	\$6,238,111 (↑)
<b>Total</b>	<b>\$14,061,591</b>	<b>\$16,421,780 (↑)</b>

<b>Product Sales by Type</b>	<b>April</b>		<b>May</b>		<b>June</b>	
	Total Sold	Value	Total Sold	Value	Total Sold	Value
Concentrate	532g	\$41,591	543g (↑)	\$43,178 (↑)	485g (↓)	\$40,635 (↓)
Flower/Bud	470lbs	\$2,244,585	409lbs (↓)	\$2,045,880 (↓)	414lbs (↑)	2,011,125 (↓)
Infused Edible (each)	10,412	\$250,154	8,840 (↓)	\$217,944 (↓)	8,817 (↓)	\$225,735 (↑)
Infused Concentrate (each)	19,706	\$764,875	18,190 (↓)	\$697,623 (↓)	17,726 (↓)	\$690,127 (↓)
Infused Topical (each)	593	\$23,873	528 (↓)	\$21,365 (↓)	721 (↑)	\$25,291 (↑)
Kief	275g	\$11,969	324g (↑)	\$13,834 (↑)	334g (↑)	\$13,751 (↓)
Shake/Trim	96lbs	\$251,059	103lbs (↑)	\$278,146 (↑)	97lbs (↓)	\$270,929 (↓)

<b>Enforcement</b>	<b>April</b>	<b>May</b>	<b>June</b>
Violations Observed	1	1 (-)	0 (↓)
Patient Oversells	0	0 (-)	0 (-)
Scheduled Inspections	1	6 (↑)	4 (↓)
Cannabis Waste Destroyed	7,720lbs	2,220lbs (↓)	3,340lbs (↑)
New Product Requests	17	0 (↓)	0 (-)

## Dispensary Sales Month-to-Month Comparison



### Cultivation Center Sales Month-to-Month Comparison

