

## MEDICAL CANNABIS PROGRAM REPORT | MARCH 2023

Program Participation	January	February		March	
Total Unique Patients	27,036	27,036	(↑)	28,833*	(↑)
Total Unique Caregivers	82	85	(↑)	88	(↑)
Total Unique Healthcare Providers	644	647	(↑)	650	(↑)
Total Unique Patients Served by a Registered Dispensary	11,269	11,369	(↑)	11,909	(↑)

\*Of the total patient count, 9,025 registrations lapsed prior to March 31, 2023

Upcoming Patient Expirations	April*	May	June
	9,025	88	128

\*The emergency rulemaking expires April 1, 2023

Patients—DC Residents	January	February		March	
Total Unique Patients	6,294	6,275	(↓)	6,555	(↑)
Total Unique Sales	16,759	16,156	(↓)	18,161	(↑)
Total Unique In-Store Sales	15,671	15,035	(↓)	16,923	(↑)
Total Unique Delivery Sales	1,088	1,121	(↑)	1,238	(↑)
Average Sale	\$99	\$99	(-)	\$100	(↑)
In-Store Average Sale	\$95	\$95	(-)	\$95	(-)
Delivery Average Sale	\$160	\$158	(↓)	\$166	(↑)
In-Store Sales Total	\$1,491,904	\$1,423,034	(↓)	\$1,615,088	(↑)
Delivery Sales Total	\$174,044	\$177,378	(↑)	\$205,101	(↑)
Total Sales	\$1,665,948	\$1,600,412	(↓)	\$1,820,189	(↑)

Non-DC Resident Patients — Reciprocity	January	February		March	
Total Unique Patients	3,258	3,236	(↓)	3,307	(↑)
Total Unique Sales	6,883	6,518	(↓)	6,990	(↑)
Total Unique In-Store Sales	6,868	6,501	(↓)	6,967	(↑)
Total Unique Delivery Sales	15	17	(↑)	23	(↑)
Average Sale	\$164	\$163	(↓)	\$167	(↑)
In-Store Sale Average	\$164	\$163	(↓)	\$167	(↑)
Delivery Sale Average	\$205	\$154	(↓)	\$139	(↓)
In-Store Sales Total	\$1,123,330	\$1,056,957	(↓)	\$1,163,882	(↑)
Delivery Sales Total	\$3,074	\$2,614	(↓)	\$3,192	(↑)
Total Sales	\$1,126,404	\$1,059,571	(↓)	\$1,167,074	(↑)

**Top 5 Residencies -**

Unique patients per state	January	February	March
1.	MD (1,348)	MD (1,444)	MD (1,376)
2.	VA (1,201)	VA (1,197)	VA (1,216)
3.	FL (154)	FL (111)	FL (162)
4.	PA (112)	PA (110)	PA (100)
5.	NJ (59)	NJ (79)	NJ (67)

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

	January	February		March	
Registered Patients Per Month	1,504	1,570	(↑)	1,791	(↑)
Total Registered Patients	4,783	6,353	(↑)	8,144	(↑)
Total Unique Patients who Purchased	1,715	1,858	(↑)	2,047	(↑)
Total Unique Sales	2,988	3,141	(↑)	3,756	(↑)
Total Unique In-Store Sales	2,959	3,109	(↑)	3,733	(↑)
Total Unique Delivery Sales	29	32	(↑)	23	(↓)
Average Sale	\$153	\$158	(↑)	\$152	(↓)
In-Store Sale Average	\$153	\$158	(↑)	\$152	(↓)
Delivery Sale Average	\$90	\$149	(↑)	\$140	(↓)
In-Store Sales Total	\$453,730	\$491,406	(↑)	\$568,056	(↑)
Delivery Sales Total	\$2,620	\$4,775	(↑)	\$3,218	(↓)
Total Sales	\$456,350	\$496,181	(↑)	\$571,274	(↑)

**Top 5 Residencies -**

Temporary Registrations per state	January	February	March
1.	MD (469)	VA (452)	MD (538)
2.	VA (384)	MD (447)	VA (434)
3.	NC (136)	NC (146)	NC (187)
4.	GA (58)	TX (61)	FL (65)
5.	FL (42)	PA (54)	TX (62)

**Monthly Sales**

	January	February		March	
Dispensaries	\$3,248,702	\$3,156,164	(↓)	\$3,558,537	(↑)
Cultivation Centers	\$1,797,156	\$1,618,918	(↓)	\$2,266,454	(↑)
Total	\$5,045,858	\$4,775,081	(↓)	\$5,824,991	(↑)

**Month-to-Month Comparison**

	March 2022	March 2023	
Dispensaries	\$2,939,435	\$3,558,537	(↑)
Cultivation Centers	\$2,331,820	\$2,266,454	(↓)
Total	\$5,271,254	\$5,824,991	(↑)

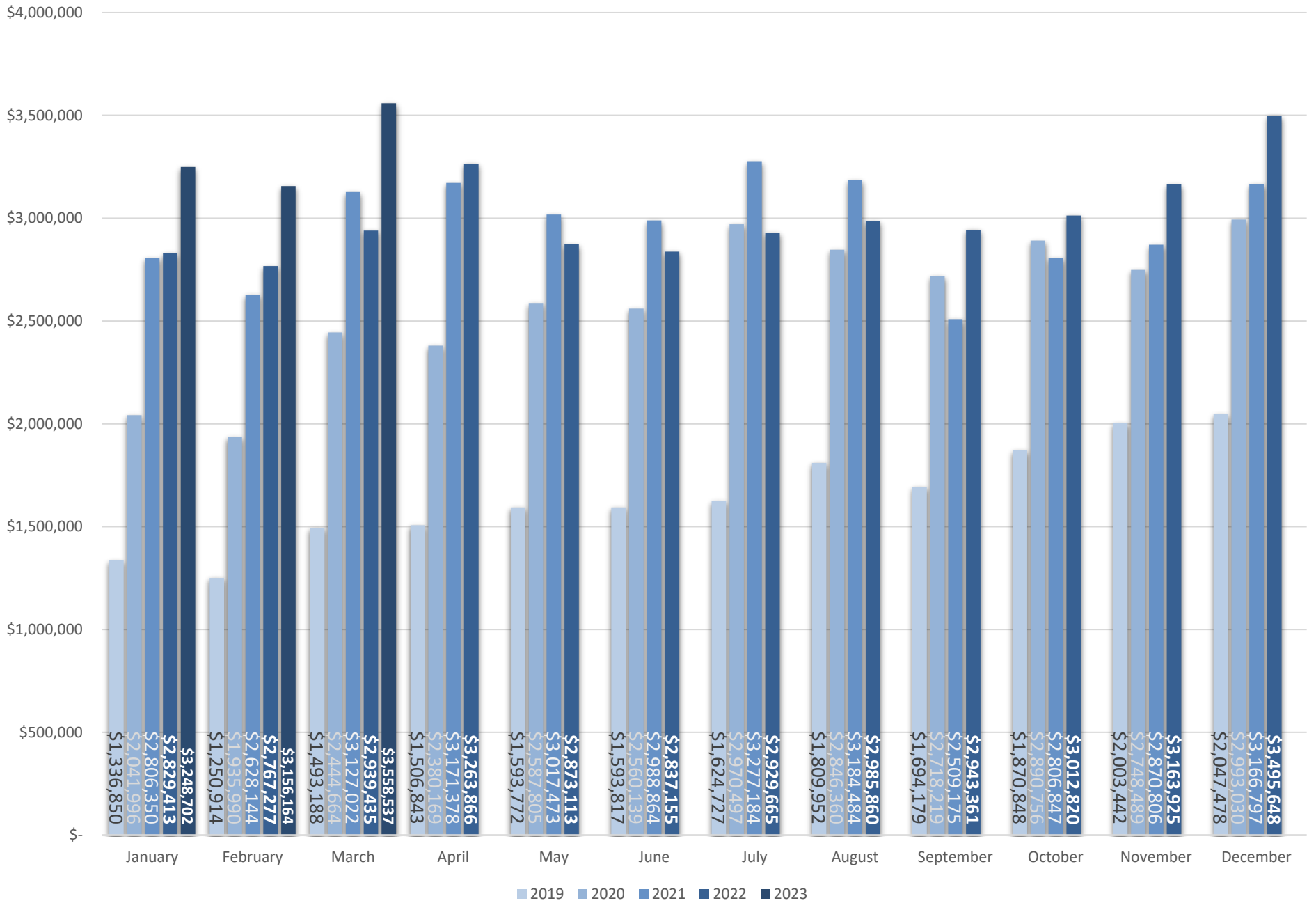
<b>Quarterly Sales</b>	<b>Q3 2022</b>	<b>Q4 2022</b>	<b>Q1 2023</b>	<b>Q2 2023</b>
Dispensaries	\$8,974,134	\$8,752,680 (↓)	\$9,672,393 (↑)	\$9,963,403 (↑)
Cultivation Centers	\$5,087,942	\$5,376,839 (↑)	\$5,392,971 (↑)	\$5,682,528 (↑)
<b>Total</b>	<b>\$14,062,076</b>	<b>\$14,129,519 (↑)</b>	<b>\$15,065,364 (↑)</b>	<b>\$15,645,931 (↑)</b>

<b>Quarter-to-Quarter Comparison</b>	<b>Q2 2022</b>	<b>Q2 2023</b>
Dispensaries	\$8,536,125	\$9,963,403 (↑)
Cultivation Centers	\$5,112,891	\$5,682,528 (↑)
<b>Total</b>	<b>\$13,649,015</b>	<b>\$15,645,931 (↑)</b>

<b>Product Sales by Type</b>	<b>January</b>		<b>February</b>		<b>March</b>	
	Total Sold	Value	Total Sold	Value	Total Sold	Value
Concentrate	500g	\$41,214	630g (↑)	\$50,043 (↑)	558g (↓)	\$43,988 (↓)
Flower/Bud	531lbs	2,200,090	508lbs (↓)	\$2,102,787 (↓)	530lbs (↑)	\$2,379,580 (↑)
Infused Edible (each)	9,876	\$206,395	8,882 (↓)	\$220,582 (↑)	9,585 (↑)	\$245,889 (↑)
Infused Concentrate (each)	17,464	\$686,206	16,631 (↓)	\$659,019 (↓)	17,560 (↑)	\$712,195 (↑)
Infused Topical (each)	603	\$21,885	612 (↑)	\$22,476 (↑)	629 (↑)	\$24,217 (↑)
Keif	258g	\$11,010	153g (↓)	\$6,607 (↓)	259g (↑)	\$11,446 (↑)
Shake/Trim	35lbs	\$81,902	23lbs (↓)	\$94,650 (↑)	55lbs (↑)	\$141,222 (↑)

<b>Enforcement</b>	<b>January</b>	<b>February</b>	<b>March</b>
Violations Observed	0	0 (↓)	1 (↑)
Patient Oversells	0	0 (-)	0 (-)
Scheduled Inspections	0	0 (↓)	7 (↑)
Cannabis Waste Destroyed	3,140lbs	16,800lbs (↑)	12,460lbs (↓)
New Product Requests	0	0 (-)	1 (↑)

## Dispensary Sales Month-to-Month Comparison



## Cultivation Center Sales Month-to-Month Comparison

