

## MEDICAL CANNABIS PROGRAM REPORT | MAY 2023

<b>Program Participation</b>	March	April		May	
Total Unique Patients	28,833	20,656	(↓)	21,364	(↑)
Total Unique Caregivers	88	59	(↓)	60	(↑)
Total Unique Healthcare Providers	650	650	(-)	653	(↑)
Total Unique Patients Served by a Registered Dispensary	11,909	12,260	(↑)	11,723	(↓)

<b>Upcoming Patient Expirations</b>	June	July	August
	128	124	161

<b>Patients—DC Residents</b>	March	April		May	
Total Unique Patients	6,555	6,867	(↑)	6,415	(↓)
Total Unique Sales	18,161	17,927	(↓)	18,056	(↑)
Total Unique In-Store Sales	16,923	16,765	(↓)	17,008	(↓)
Total Unique Delivery Sales	1,238	1,162	(↓)	1,048	(↓)
Average Sale	\$100	\$104	(↑)	\$97	(↓)
In-Store Average Sale	\$95	\$100	(↑)	\$93	(↓)
Delivery Average Sale	\$166	\$164	(↓)	\$164	(-)
In-Store Sales Total	\$1,615,088	\$1,673,459	(↑)	\$1,574,155	(↓)
Delivery Sales Total	\$205,101	\$190,162	(↓)	\$171,495	(↓)
Total Sales	\$1,820,189	\$1,863,621	(↑)	\$1,745,650	(↓)

<b>Non-DC Resident Patients — Reciprocity</b>	March	April		May	
Total Unique Patients	3,307	3,251	(↓)	3,073	(↓)
Total Unique Sales	6,990	6,465	(↓)	6,241	(↓)
Total Unique In-Store Sales	6,967	6,434	(↓)	6,210	(↓)
Total Unique Delivery Sales	23	31	(↑)	31	(-)
Average Sale	\$167	\$174	(↑)	\$162	(↓)
In-Store Sale Average	\$167	\$174	(↑)	\$161	(↓)
Delivery Sale Average	\$139	\$198	(↑)	\$240	(↑)
In-Store Sales Total	\$1,163,882	\$1,119,698	(↓)	\$1,000,962	(↓)
Delivery Sales Total	\$3,192	\$6,129	(↑)	\$7,445	(↑)
Total Sales	\$1,167,074	\$1,125,827	(↓)	\$1,008,407	(↓)

**Top 5 Residencies -**

Unique patients per state	March	April	May
1.	MD (1,376)	MD (1,324)	VA (1,208)
2.	VA (1,216)	VA (1,263)	MD (1,198)
3.	FL (162)	PA (119)	FL (139)
4.	PA (100)	FL (112)	PA (93)
5.	NJ (67)	NJ (64)	NJ (58)

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

	March	April		May	
Registered Patients Per Month	1,791	1,839	(↑)	1,798	(↓)
Total Registered Patients	8,144	9,983	(↑)	11,781	(↑)
Total Unique Patients who Purchased	2,047	2,142	(↑)	2,136	(↓)
Total Unique Sales	3,756	3,816	(↑)	3,981	(↑)
Total Unique In-Store Sales	3,733	3,798	(↑)	3,961	(↑)
Total Unique Delivery Sales	23	18	(↓)	20	(↑)
Average Sale	\$152	\$157	(↑)	\$142	(↓)
In-Store Sale Average	\$152	\$157	(↑)	\$141	(↓)
Delivery Sale Average	\$140	\$135	(↓)	\$216	(↑)
In-Store Sales Total	\$568,056	\$596,227	(↑)	\$559,599	(↓)
Delivery Sales Total	\$3,218	\$2,431	(↓)	\$4,314	(↑)
Total Sales	\$571,274	\$598,658	(↑)	\$563,913	(↓)

**Top 5 Residencies -**

Temporary Registrations per state	March	April	May
1.	MD (538)	MD (722)	MD (571)
2.	VA (434)	VA (546)	VA (390)
3.	NC (187)	NC (236)	NC (180)
4.	FL (65)	GA (112)	GA (78)
5.	TX (62)	FL (79)	FL (75)

**Monthly Sales**

	March	April		May	
Dispensaries	\$3,558,537	\$3,588,106	(↑)	\$3,317,970	(↓)
Cultivation Centers	\$2,266,454	\$2,280,916	(↑)	\$2,168,123	(↓)
Total	\$5,824,991	\$5,869,022	(↑)	\$5,486,093	(↓)

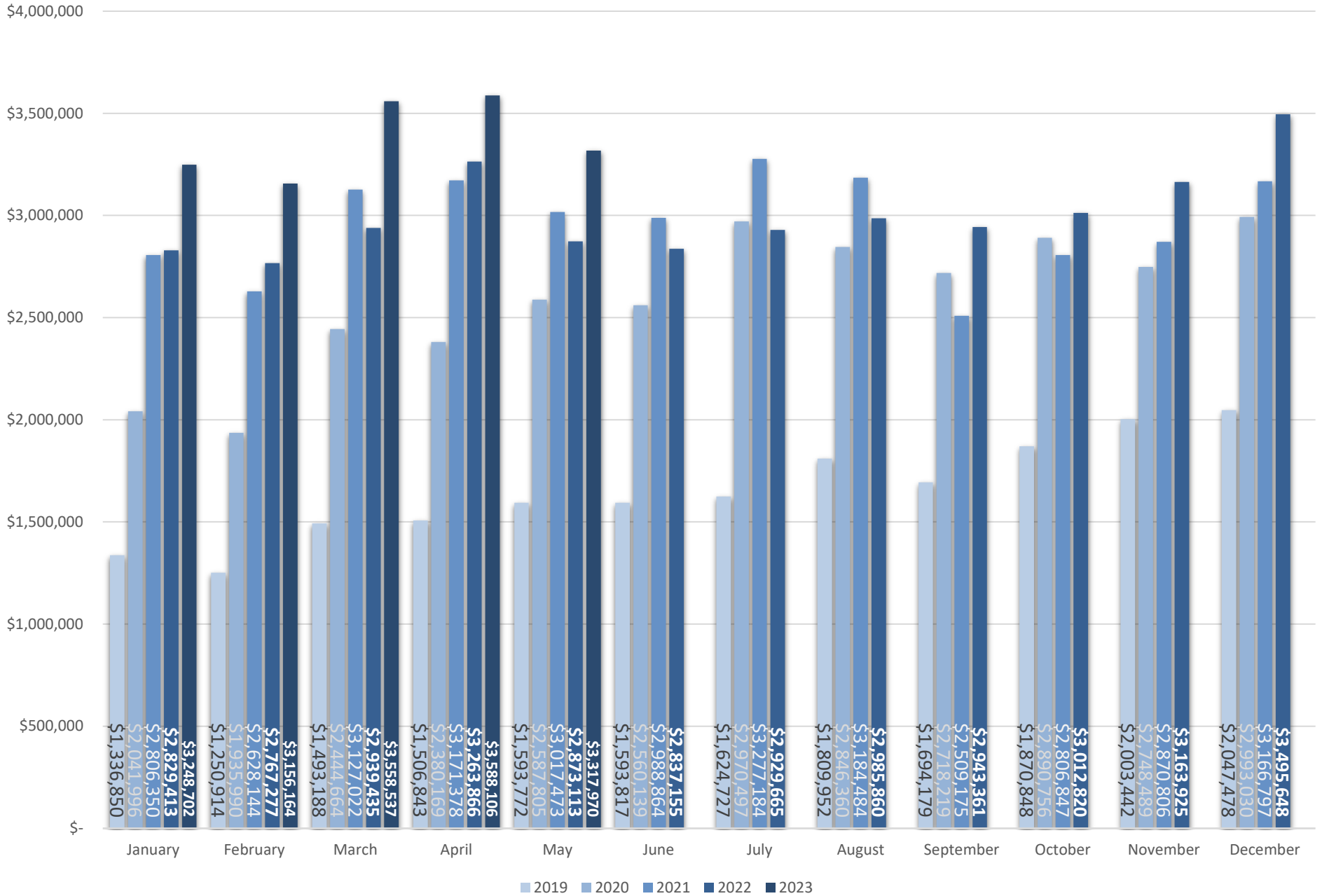
**Month-to-Month Comparison**

	May 2022	May 2023	
Dispensaries	\$2,873,113	\$3,317,970	(↑)
Cultivation Centers	\$1,514,065	\$2,168,123	(↑)
Total	\$4,387,178	\$5,486,093	(↑)

Product Sales by Type	March		April		May	
	Total Sold	Value	Total Sold	Value	Total Sold	Value
Concentrate	558g	\$43,988	532g (↓)	\$41,591 (↓)	543g (↑)	\$43,178 (↑)
Flower/Bud	530lbs	\$2,379,580	470lbs (↓)	\$2,244,585 (↓)	409lbs (↓)	\$2,045,880 (↓)
Infused Edible (each)	9,585	\$245,889	10,412 (↑)	\$250,154 (↑)	8,840 (↓)	\$217,944 (↓)
Infused Concentrate (each)	17,560	\$712,195	19,706 (↑)	\$764,875 (↑)	18,190 (↓)	\$697,623 (↓)
Infused Topical (each)	629	\$24,217	593 (↓)	\$23,873 (↓)	528 (↓)	\$21,365 (↓)
Keif	259g	\$11,446	275g (↑)	\$11,969 (↑)	324g (↑)	\$13,834 (↑)
Shake/Trim	55lbs	\$141,222	96lbs (↑)	\$251,059 (↑)	103lbs (↑)	\$278,146 (↑)

Enforcement	March	April	May
Violations Observed	1	1 (-)	1 (-)
Patient Oversells	0	0 (-)	0 (-)
Scheduled Inspections	7	1 (↓)	6 (↑)
Cannabis Waste Destroyed	12,460lbs	7,720lbs (↓)	2,220lbs (↓)
New Product Requests	1	17 (↑)	0 (↓)

## Dispensary Sales Month-to-Month Comparison



## Cultivation Center Sales Month-to-Month Comparison

