

MEDICAL CANNABIS PROGRAM REPORT | OCTOBER 2023

Program Participation	August	September		October	
Total Unique Patients	23,207	23,802	(↑)	24,384	(↑)
Total Unique Caregivers	62	63	(↑)	63	(-)
Total Unique Healthcare Providers	653	653	(-)	653	(-)
Total Unique Patients Served by a Registered Dispensary	10,876	11,029	(↑)	11,207	(↑)

Upcoming Patient Expirations	November	December	January
	235	485	603

Patients—DC Residents	August	September		October	
Total Unique Patients	6,426	6,429	(↑)	6,370	(↓)
Total Unique Sales	17,134	16,916	(↓)	17,443	(↑)
Total Unique In-Store Sales	16,084	15,861	(↓)	16,335	(↑)
Total Unique Delivery Sales	1,050	1,055	(↑)	1,108	(↑)
Average Sale	\$92	\$91	(↓)	\$87	(↓)
In-Store Average Sale	\$87	\$86	(↓)	\$82	(↓)
Delivery Average Sale	\$167	\$163	(↓)	\$161	(↓)
In-Store Sales Total	\$1,395,598	\$1,359,625	(↓)	\$1,335,244	(↓)
Delivery Sales Total	\$175,444	\$171,902	(↓)	\$177,896	(↑)
Total Sales	\$1,571,042	\$1,531,528	(↓)	\$1,513,140	(↓)

Non-DC Resident Patients — Reciprocity	August	September		October	
Total Unique Patients	2,843	2,846	(↑)	2,710	(↓)
Total Unique Sales	5,972	6,214	(↑)	5,899	(↓)
Total Unique In-Store Sales	5,928	6,174	(↑)	5,866	(↓)
Total Unique Delivery Sales	44	40	(↓)	33	(↓)
Average Sale	\$155	\$151	(↓)	\$149	(↓)
In-Store Sale Average	\$155	\$151	(↓)	\$149	(↓)
Delivery Sale Average	\$148	\$160	(↑)	\$150	(↓)
In-Store Sales Total	\$918,064	\$933,809	(↑)	\$872,841	(↓)
Delivery Sales Total	\$6,520	\$6,381	(↓)	\$4,940	(↓)
Total Sales	\$924,584	\$940,190	(↑)	\$877,780	(↓)

Top 5 Residencies -

Unique patients per state	August	September	October
1.	MD (1,288)	MD (1,351)	MD (1,308)
2.	VA (1,199)	VA (1,118)	VA (1,041)
3.	FL (109)	FL (85)	FL (84)
4.	PA (83)	PA (61)	PA (75)
5.	NJ (43)	NJ (40)	NJ (45)

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

	August	September		October	
Registered Patients Per Month	1,431	1,456	(↑)	2,020	(↑)
Total Registered Patients	16,418	17,874	(↑)	19,894	(↑)
Total Unique Patients who Purchased	1,607	1,754	(↓)	2,127	(↑)
Total Unique Sales	2,923	3,120	(↑)	3,449	(↑)
Total Unique In-Store Sales	2,886	3,096	(↑)	3,415	(↑)
Total Unique Delivery Sales	37	24	(↓)	34	(↑)
Average Sale	\$157	\$164	(↑)	\$146	(↓)
In-Store Sale Average	\$156	\$163	(↑)	\$180	(↑)
Delivery Sale Average	\$208	\$236	(↑)	\$145	(↓)
In-Store Sales Total	\$449,854	\$506,090	(↑)	\$496,343	(↓)
Delivery Sales Total	\$7,710	\$5,668	(↓)	\$6,112	(↑)
Total Sales	\$457,564	\$511,758	(↑)	\$502,455	(↓)

Top 5 Residencies -

Temporary Registrations per state	August	September	October
1.	VA (397)	VA (402)	MD (569)
2.	MD (396)	MD (397)	VA (551)
3.	NC (151)	NC (148)	NC (178)
4.	GA (54)	GA (53)	FL (74)
5.	FL (48)	FL (48)	GA (66)

Monthly Sales

	August	September		October	
Dispensaries	\$2,953,190	\$2,983,476	(↑)	\$2,893,375	(↓)
Cultivation Centers	\$1,779,582	\$1,426,453	(↓)	\$1,106,910	(↓)
Manufacturer	-	-		\$761,330	(-)
Total	\$4,732,772	\$4,409,929	(↓)	\$4,761,615	(↑)

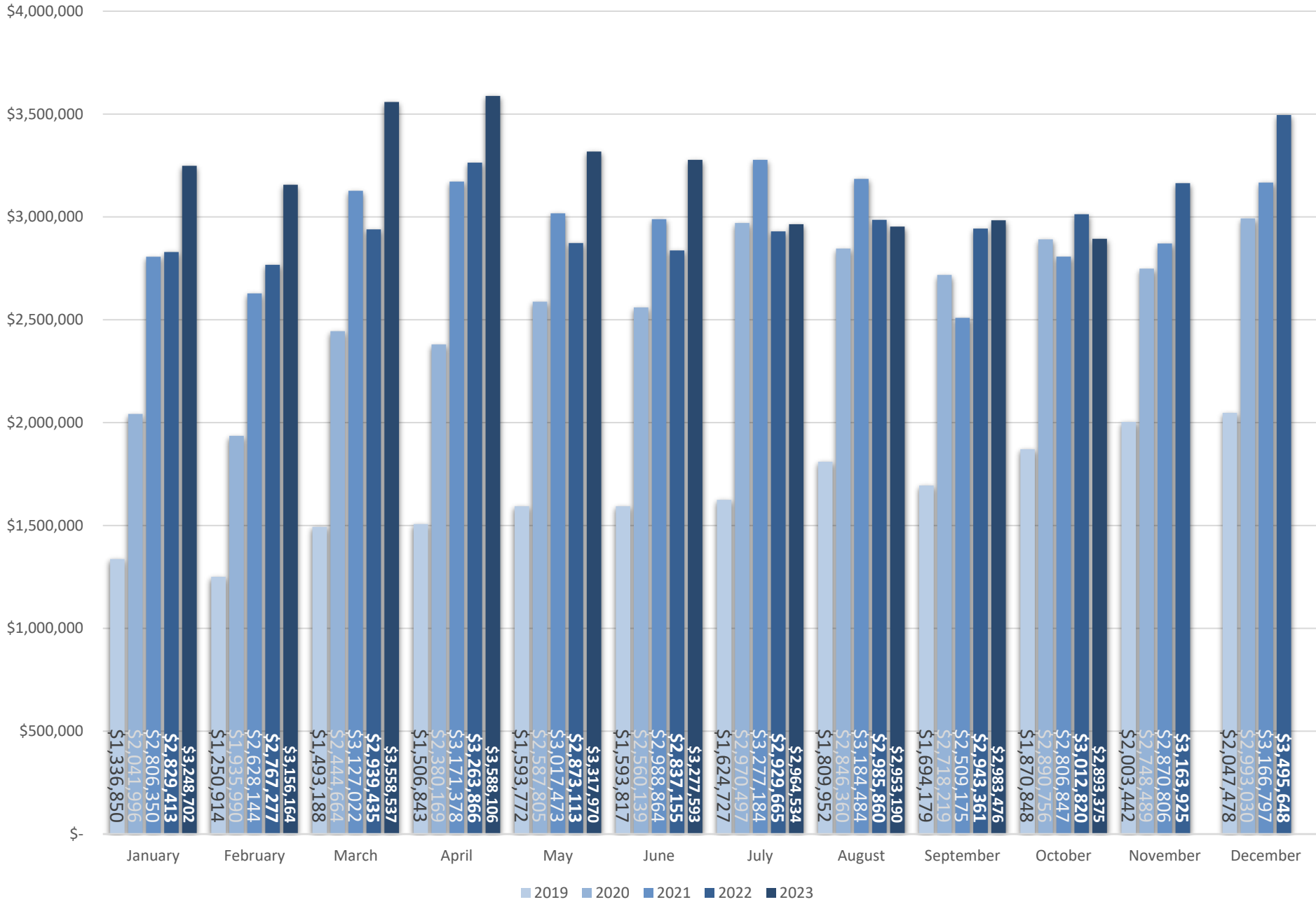
Month-to-Month Comparison

	October 2022	October 2023	
Dispensaries	\$3,012,820	\$2,893,375	(↓)
Cultivation Centers	\$1,693,999	\$1,106,910	(↓)
Manufacturer	-	\$761,330	(-)
Total	\$4,706,819	\$4,761,615	(↑)

Product Sales by Type	August		September		October	
	Total Sold	Value	Total Sold	Value	Total Sold	Value
Concentrate	505g	\$40,135	449g (↓)	\$34,963 (↓)	441g (↓)	\$35,107 (↑)
Flower/Bud	436lbs	\$1,901,182	510lbs (↑)	\$2,020,504 (↑)	497lbs (↓)	\$1,951,104 (↓)
Infused Edible (each)	7,271	\$187,312	6,883 (↓)	\$186,507 (↓)	6,642 (↓)	\$184,230 (↓)
Infused Concentrate (each)	15,589	\$604,702	14,828 (↓)	\$581,793 (↓)	14,470 (↓)	\$566,589 (↓)
Infused Topical (each)	516	\$18,376	466 (↓)	\$16,053 (↓)	476 (↑)	\$17,593 (↑)
Kief	352g	\$13,790	290g (↓)	\$11,231 (↓)	334g (↑)	\$13,388 (↑)
Shake/Trim	75lbs	\$187,693	58lbs (↓)	\$132,425 (↓)	55lbs (↓)	\$125,364 (↓)

Enforcement	August	September	October
Violations Observed	0	1 (↑)	0 (↓)
Patient Oversells	0	0 (-)	0 (-)
Scheduled Inspections	4	6 (↓)	0 (↓)
Cannabis Waste Destroyed	5,960lbs	4,040lbs (↓)	0lbs (↓)
New Product Requests	0	0 (-)	0 (-)

Dispensary Sales Month-to-Month Comparison



Cultivation Center/Manufacturer Sales Month-to-Month Comparison

