

## MEDICAL CANNABIS PROGRAM REPORT | SEPTEMBER 2023

<b>Program Participation</b>	July	August	September	
Total Unique Patients	22,555	23,207	(↑)	23,802 (↑)
Total Unique Caregivers	62	62	(-)	63 (↑)
Total Unique Healthcare Providers	653	653	(-)	653 (-)
Total Unique Patients Served by a Registered Dispensary	10,803	10,876	(↑)	11,029 (↑)

<b>Upcoming Patient Expirations</b>	October	November	December
	104	235	485

<b>Patients—DC Residents</b>	July	August	September	
Total Unique Patients	6,324	6,426	(↑)	6,429 (↑)
Total Unique Sales	16,798	17,134	(↑)	16,916 (↓)
Total Unique In-Store Sales	15,685	16,084	(↑)	15,861 (↓)
Total Unique Delivery Sales	1,113	1,050	(↓)	1,055 (↑)
Average Sale	\$94	\$92	(↓)	\$91 (↓)
In-Store Average Sale	\$89	\$87	(↓)	\$86 (↓)
Delivery Average Sale	\$169	\$167	(↓)	\$163 (↓)
In-Store Sales Total	\$1,388,290	\$1,395,598	(↑)	\$1,359,625 (↓)
Delivery Sales Total	\$187,976	\$175,444	(↓)	\$171,902 (↓)
Total Sales	\$1,576,266	\$1,571,042	(↓)	\$1,531,528 (↓)

<b>Non-DC Resident Patients — Reciprocity</b>	July	August	September	
Total Unique Patients	2,830	2,843	(↑)	2,846 (↑)
Total Unique Sales	5,634	5,972	(↑)	6,214 (↑)
Total Unique In-Store Sales	5,598	5,928	(↑)	6,174 (↑)
Total Unique Delivery Sales	36	44	(↑)	40 (↓)
Average Sale	\$166	\$155	(↓)	\$151 (↓)
In-Store Sale Average	\$166	\$155	(↓)	\$151 (↓)
Delivery Sale Average	\$183	\$148	(↓)	\$160 (↑)
In-Store Sales Total	\$930,390	\$918,064	(↓)	\$933,809 (↑)
Delivery Sales Total	\$6,547	\$6,520	(↓)	\$6,381 (↓)
Total Sales	\$936,937	\$924,584	(↓)	\$940,190 (↑)

**Top 5 Residencies -**

Unique patients per state	July	August	September
1.	MD (1,192)	MD (1,288)	MD (1,351)
2.	VA (1,160)	VA (1,199)	VA (1,118)
3.	FL (115)	FL (109)	FL (85)
4.	PA (64)	PA (83)	PA (61)
5.	NJ (54)	NJ (43)	NJ (40)

**Non-DC Resident Patients —**

Self-Certified Temporary	July	August		September	
Registered Patients Per Month	1,423	1,431	(↑)	1,456	(↑)
Total Registered Patients	14,987	16,418	(↑)	17,874	(↑)
Total Unique Patients who Purchased	1,649	1,607	(↓)	1,754	(↓)
Total Unique Sales	2,916	2,923	(↑)	3,120	(↑)
Total Unique In-Store Sales	2,885	2,886	(↑)	3,096	(↑)
Total Unique Delivery Sales	31	37	(↑)	24	(↓)
Average Sale	\$155	\$157	(↑)	\$164	(↑)
In-Store Sale Average	\$153	\$156	(↑)	\$163	(↑)
Delivery Sale Average	\$289	\$208	(↓)	\$236	(↑)
In-Store Sales Total	\$442,379	\$449,854	(↑)	\$506,090	(↑)
Delivery Sales Total	\$8,952	\$7,710	(↓)	\$5,668	(↓)
Total Sales	\$451,331	\$457,564	(↑)	\$511,758	(↑)

**Top 5 Residencies -**

Temporary Registrations per state	July	August	September
1.	VA (409)	VA (397)	VA (402)
2.	MD (344)	MD (396)	MD (397)
3.	NC (177)	NC (151)	NC (148)
4.	GA (58)	GA (54)	GA (53)
5.	TX (53)	FL (48)	FL (48)

**Monthly Sales**

	July	August		September	
Dispensaries	\$2,964,534	\$2,953,190	(↓)	\$2,983,476	(↑)
Cultivation Centers	\$1,702,617	\$1,779,582	(↑)	\$1,426,453	(↓)
Total	\$4,667,151	\$4,732,772	(↑)	\$4,409,929	(↓)

**Month-to-Month Comparison**

	September 2022	September 2023	
Dispensaries	\$2,943,361	\$2,983,476	(↑)
Cultivation Centers	\$1,540,015	\$1,426,453	(↓)
Total	\$4,483,376	\$4,409,929	(↓)

**Quarterly Sales**

	Q1 2023	Q2 2023	Q3 2023	Q4 2023
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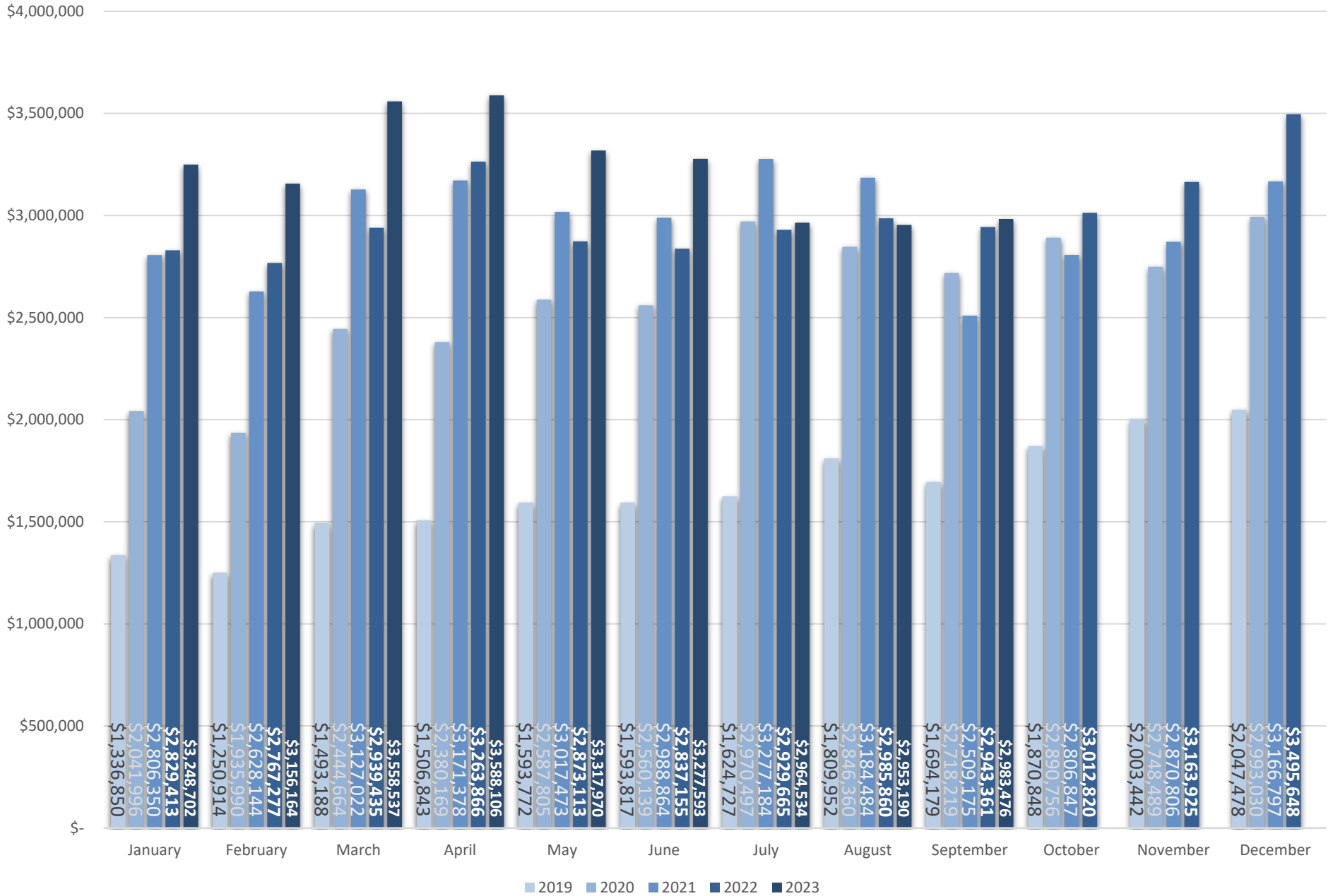
Dispensaries	\$9,672,393	\$9,963,403	(↑)	\$10,183,669	(↑)	\$8,901,200	(↓)
Cultivation Centers	\$5,392,971	\$5,682,528	(↑)	\$6,238,111	(↑)	\$4,908,651	(↓)
Total	\$15,065,364	\$15,645,931	(↑)	\$16,421,780	(↑)	\$13,809,851	(↓)

Quarter-to-Quarter Comparison	Q4 2022	Q4 2023	
Dispensaries	\$8,858,886	\$8,901,200	(↑)
Cultivation Centers	\$5,010,901	\$4,908,651	(↓)
Total	\$13,869,787	\$13,809,851	(↓)

Product Sales by Type	July		August		September	
	Total Sold	Value	Total Sold	Value	Total Sold	Value
Concentrate	523g	\$40,256	505g (↑)	\$40,135 (↓)	449g (↓)	\$34,963 (↓)
Flower/Bud	404lbs	\$1,872,314	436lbs (↓)	\$1,901,182 (↑)	510lbs (↑)	\$2,020,504 (↑)
Infused Edible (each)	7,585	\$190,822	7,271 (↓)	\$187,312 (↓)	6,883 (↓)	\$186,507 (↓)
Infused Concentrate (each)	16,006	\$618,823	15,589 (↓)	\$604,702 (↓)	14,828 (↓)	\$581,793 (↓)
Infused Topical (each)	551	\$19,966	516 (↓)	\$18,376 (↓)	466 (↓)	\$16,053 (↓)
Kief	320g	\$13,166	352g (↑)	\$13,790 (↑)	290g (↓)	\$11,231 (↓)
Shake/Trim	80lbs	\$209,187	75lbs (↓)	\$187,693 (↓)	58lbs (↓)	\$132,425 (↓)

Enforcement	July	August	September
Violations Observed	0	0 (-)	1 (↑)
Patient Oversells	0	0 (-)	0 (-)
Scheduled Inspections	0	4 (↑)	6 (↓)
Cannabis Waste Destroyed	2,500lbs	5,960lbs (↑)	4,040lbs (↓)
New Product Requests	0	0 (-)	0 (-)

## Dispensary Sales Month-to-Month Comparison



## Cultivation Center Sales Month-to-Month Comparison

