



## MEDICAL CANNABIS PROGRAM REPORT | APRIL 2022

Program Participation	February	March	April
Total Unique Patients	13,034	13,445 (↑)	13,848* (↑)
Total Unique Caregivers	61	63 (↑)	68 (↑)
Total Unique Healthcare Providers	620	623 (↑)	624 (↑)
Total Unique Patients Served by a Registered Dispensary	7,961	8,362 (↑)	9,109 (↑)

\* Of the total patient count, 6,778 registrations lapsed prior to April 30, 2022

Upcoming Patient Expirations	May	June	July
	207	395	350

Patients—DC Residents	February	March	April
Total Unique Patients	3,817	3,994 (↑)	4,380 (↑)
Total Unique Sales	10,252	11,719 (↑)	12,276 (↑)
Total Unique In-Store Sales	9,538	10,959 (↑)	11,432 (↑)
Total Unique Delivery Sales	713	760 (↑)	844 (↑)
Average Sale	\$123	\$119 (↓)	\$125 (↑)
In-Store Average Sale	\$117	\$113 (↓)	\$119 (↑)
Delivery Average Sale	\$203	\$213 (↑)	\$204 (↓)
In-Store Sales Total	\$1,116,018	\$1,236,989 (↑)	\$1,364,731 (↑)
Delivery Sales Total	\$144,961	\$161,951 (↑)	\$171,903 (↑)
Total Sales	\$1,260,979	\$1,398,940 (↑)	\$1,536,634 (↑)

Patients—Non-DC Residents	February	March	April
Total Unique Patients	4,144	4,368 (↑)	4,729 (↑)
Total Unique Sales	8,323	9,029 (↑)	9,493 (↑)
Total Unique In-Store Sales	8,320	9,025 (↑)	9,489 (↑)
Total Unique Delivery Sales	3	4 (↑)	4 (-)
Average Sale	\$181	\$171 (↓)	\$182 (↑)
In-Store Sale Average	\$181	\$171 (↓)	\$182 (↑)
Delivery Sale Average	\$200	\$143 (↓)	\$116 (↓)
In-Store Sales Total	\$1,505,697	\$1,539,924 (↑)	\$1,726,768 (↑)
Delivery Sales Total	\$601	\$571 (↓)	\$463 (↓)
Total Sales	\$1,506,298	\$1,540,495 (↑)	\$1,727,231 (↑)

Top 5 Residencies	February	March		April	
1.	MD (1,732)	MD (1,790)	(↑)	MD (1,833)	(↑)
2.	VA (1,499)	VA (1,558)	(↑)	VA (1,726)	(↑)
3.	PA (178)	PA (209)	(↑)	PA (241)	(↑)
4.	FL (175)	FL (199)	(↑)	FL (182)	(↓)
5.	NJ (98)	NJ (99)	(↑)	NJ (137)	(↑)

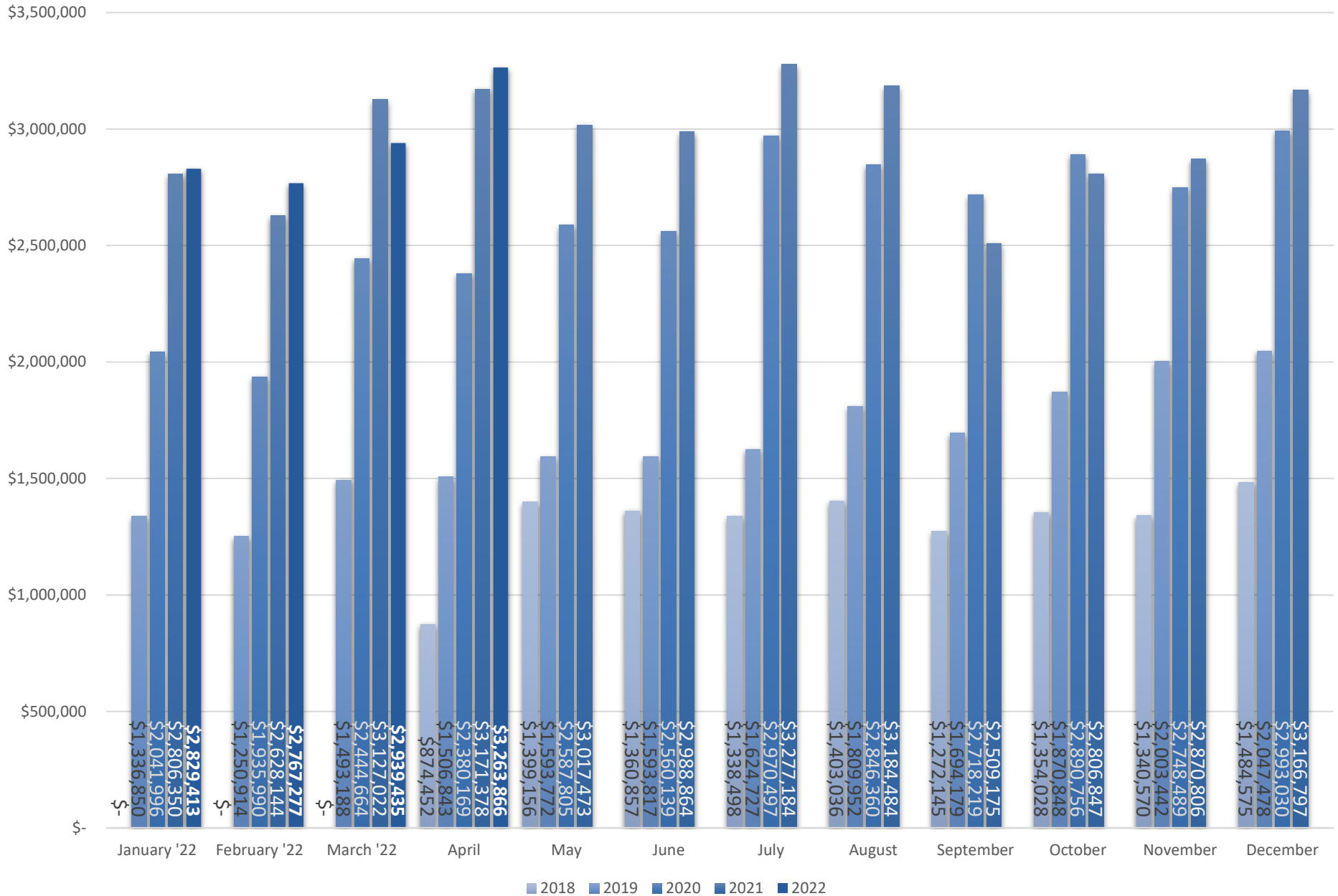
Monthly Sales	February	March		April	
Dispensaries	\$2,767,277	\$2,939,435	(↑)	\$3,263,866	(↑)
Cultivation Centers	\$1,450,965	\$2,331,820	(↑)	\$1,667,439	(↓)
Total	\$4,217,644	\$5,271,255	(↑)	\$4,931,305	(↓)

Month-to-Month Comparison	April 2021	April 2022	
Dispensaries	\$3,171,378	\$3,263,866	(↑)
Cultivation Centers	\$1,654,232	\$1,667,439	(↑)
Total	\$4,825,610	\$4,931,305	(↑)

Product Sales by Type	February		March		April	
	Total Sold	Value	Total Sold	Value	Total Sold	Value
Concentrate	259g	\$19,296	405g (↑)	\$22,426 (↑)	494g (↑)	\$23,847 (↑)
Flower/Bud	380lbs	\$1,803,942	399lbs (↑)	\$1,929,691 (↑)	433lbs (↑)	\$2,098,778 (↑)
Infused Edible (each)	7,494	\$165,888	8,109 (↑)	\$183,864 (↑)	9,588 (↑)	\$206,635 (↑)
Infused Concentrate (each)	13,721	\$632,917	14,514 (↑)	\$650,865 (↑)	16,639 (↑)	\$760,775 (↑)
Infused Topical (each)	639	\$23,543	773 (↑)	\$27,536 (↑)	826 (↑)	\$31,073 (↑)
Kief	308g	\$11,682	290g (↓)	\$11,265 (↓)	341g (↑)	\$12,449 (↑)
Shake/Trim	41lbs	\$110,010	41lbs (-)	\$113,788 (↑)	45lbs (↑)	\$130,309 (↑)

Enforcement	February	March		April	
Violations Observed	5	6	(↑)	5	(↓)
Patient Oversells	2	17	(↑)	0	(↓)
Scheduled Inspections	7	7	(-)	0	(↓)
Cannabis Waste Destroyed	3,680lbs	2,400lbs	(↓)	2,260lbs	(↓)
New Product Requests	2	0	(↓)	21	(↑)

## Dispensary Sales Month-to-Month Comparison



## Cultivation Center Sales Month-to-Month Comparison

