



MEDICAL CANNABIS PROGRAM REPORT | AUGUST 2022

Program Participation	June	July	August
Total Unique Patients	14,468	15,730 (↑)	21,051* (↑)
Total Unique Caregivers	76	79 (↑)	79 (-)
Total Unique Healthcare Providers	632	634 (↑)	639 (↑)
Total Unique Patients Served by a Registered Dispensary	8,264	8,813 (↑)	10,067 (↑)

*Of the total patient count, 7,629 registrations lapsed prior to August 31, 2022

Upcoming Patient Expirations	September	October	November
	568	430	137

Patients—DC Residents	June	July	August
Total Unique Patients	4,126	4,567 (↑)	6,078 (↑)
Total Unique Sales	11,684	12,559 (↑)	15,142 (↑)
Total Unique In-Store Sales	10,937	11,744 (↑)	14,267 (↑)
Total Unique Delivery Sales	747	815 (↑)	875 (↑)
Average Sale	\$117	\$113 (↓)	\$107 (↓)
In-Store Average Sale	\$111	\$108 (↓)	\$102 (↓)
Delivery Average Sale	\$202	\$188 (↓)	\$178 (↓)
In-Store Sales Total	\$1,219,152	\$1,263,745 (↑)	\$1,458,167 (↑)
Delivery Sales Total	\$150,641	\$153,391 (↑)	\$156,166 (↑)
Total Sales	\$1,369,793	\$1,417,136 (↑)	\$1,614,333 (↑)

Patients—Non-DC Residents	June	July	August
Total Unique Patients	4,138	4,246 (↑)	3,989 (↓)
Total Unique Sales	8,429	8,557 (↑)	8,177 (↓)
Total Unique In-Store Sales	8,427	8,555 (↑)	8,174 (↓)
Total Unique Delivery Sales	2	2 (↑)	3 (↑)
Average Sale	\$174	\$177 (↑)	\$168 (↓)
In-Store Sale Average	\$174	\$177 (↑)	\$168 (↓)
Delivery Sale Average	\$104	\$151 (↑)	\$114 (↓)
In-Store Sales Total	\$1,467,135	\$1,512,227 (↑)	\$1,371,184 (↓)
Delivery Sales Total	\$227	\$302 (↑)	\$343 (↑)
Total Sales	\$1,467,362	\$1,512,529 (↑)	\$1,371,527 (↓)

Top 5 Residencies	June	July	August
1. VA (1,588)	VA (1,634)	(↑)	VA (1,554) (↓)
2. MD (1,512)	MD (1,559)	(↑)	MD (1,475) (↓)
3. FL (237)	FL (233)	(↑)	FL (218) (↓)
4. PA (170)	PA (162)	(↓)	PA (175) (↑)
5. NJ (102)	NJ (110)	(↑)	NJ (83) (↓)

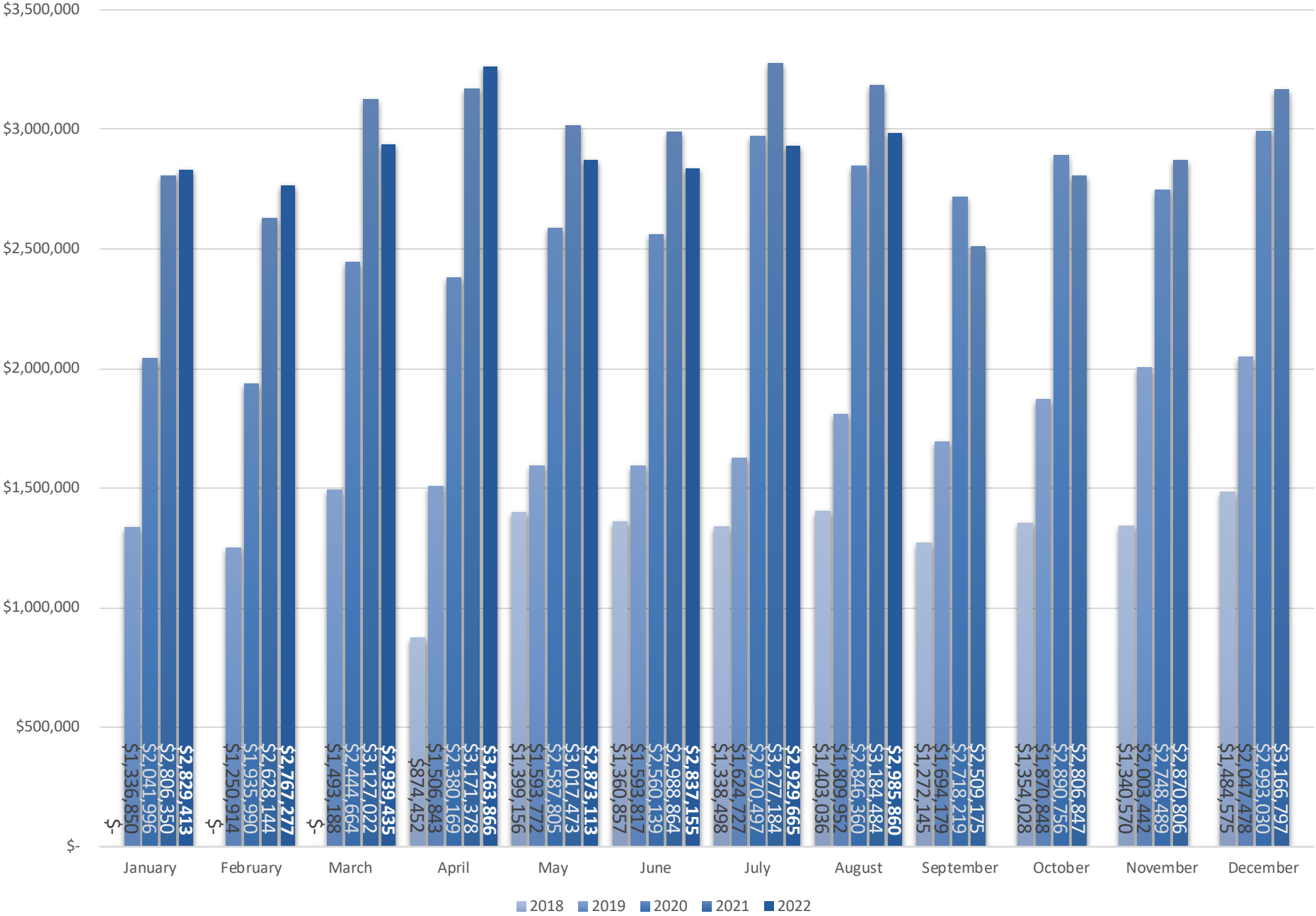
Monthly Sales	June	July	August
Dispensaries	\$2,837,155	\$2,929,665 (↑)	\$2,985,860 (↑)
Cultivation Centers	\$1,906,313	\$1,549,714 (↓)	\$1,667,439 (↑)
Total	\$4,743,468	\$4,479,379 (↓)	\$4,653,299 (↑)

Month-to-Month Comparison	August 2021	August 2022
Dispensaries	\$3,184,484	\$2,985,860 (↓)
Cultivation Centers	\$1,857,355	\$1,667,439 (↓)
Total	\$5,041,839	\$4,653,299 (↓)

Product Sales by Type	June		July		August	
	Total Sold	Value	Total Sold	Value	Total Sold	Value
Concentrate	460g	\$20,940	525g (↑)	\$21,091 (↑)	309g (↓)	\$13,193 (↓)
Flower/Bud	382lbs	\$1,840,501	401lbs (↑)	\$1,903,654 (↑)	419lbs (↑)	\$1,947,599 (↑)
Infused Edible (each)	8,136	\$169,894	7,660 (↓)	\$164,910 (↓)	8,463 (↑)	\$177,302 (↑)
Infused Concentrate (each)	13,652	\$653,796	15,043 (↑)	\$691,873 (↑)	14,901 (↓)	\$688,196 (↓)
Infused Topical (each)	586	\$21,071	647 (↑)	\$22,612 (↑)	698 (↑)	\$27,385 (↑)
Kief	365g	\$13,862	341g (↓)	\$12,765 (↓)	386g (↑)	\$14,974 (↑)
Shake/Trim	42lbs	\$117,089	40lbs (↓)	\$112,760 (↓)	43lbs (↑)	\$117,211 (↑)

Enforcement	June	July	August
Violations Observed	7	0 (↓)	7 (↑)
Patient Oversells	0	0 (-)	0 (-)
Scheduled Inspections	16	4 (↓)	20 (↑)
Cannabis Waste Destroyed	4,900lbs	9,240lbs (↓)	1,900 (↓)
New Product Requests	4	0 (↑)	29 (↑)

Dispensary Sales Month-to-Month Comparison



Cultivation Center Sales Month-to-Month Comparison

