



## MEDICAL CANNABIS PROGRAM REPORT | FEBRUARY 2022

Program Participation	December	January	February	
Total Unique Patients	12,368	12,661 (↑)	13,034*	(↑)
Total Unique Caregivers	55	56 (↑)	61	(↑)
Total Unique Healthcare Providers	602	613 (↑)	620	(↑)
Total Unique Patients Served by a Registered Dispensary	8,353	7,749 (↓)	7,961	(↑)

\*Of the total patient count, 6,439 registrations lapsed prior to February 28, 2022

Upcoming Patient Expirations	March	April	May
	447	301	274

Patients—DC Residents	December	January	February	
Total Unique Patients	3,957	3,828 (↓)	3,817	(↓)
Total Unique Sales	11,492	10,685 (↓)	10,252	(↓)
Total Unique In-Store Sales	10,759	9,935 (↓)	9,538	(↓)
Total Unique Delivery Sales	733	750 (↑)	713	(↓)
Average Sale	\$131	\$129 (↓)	\$123	(↓)
In-Store Average Sale	\$126	\$122 (↓)	\$117	(↓)
Delivery Average Sale	\$215	\$221 (↑)	\$203	(↓)

In-Store Sales Total	\$1,351,359	\$1,209,897 (↓)	\$1,116,018	(↓)
Delivery Sales Total	\$157,310	\$165,988 (↑)	\$144,961	(↓)
Total Sales	\$1,508,669	\$1,375,884 (↓)	\$1,260,979	(↓)

Patients—Non-DC Residents	December	January	February	
Total Unique Patients	4,396	3,921 (↓)	4,144	(↑)
Total Unique Sales	9,279	8,337 (↓)	8,323	(↓)
Total Unique In-Store Sales	9,276	8,835 (↓)	8,320	(↓)
Total Unique Delivery Sales	3	2 (↓)	3	(↑)
Average Sale	\$179	\$174 (↓)	\$181	(↑)
In-Store Sale Average	\$179	\$174 (↓)	\$181	(↑)
Delivery Sale Average	\$150	\$284 (↑)	\$200	(↓)

In-Store Sales Total	\$1,657,678	\$1,452,961 (↓)	\$1,505,697	(↑)
Delivery Sales Total	\$450	\$567 (↑)	\$601	(↑)
Total Sales	\$1,658,128	\$1,453,528 (↓)	\$1,506,298	(↑)

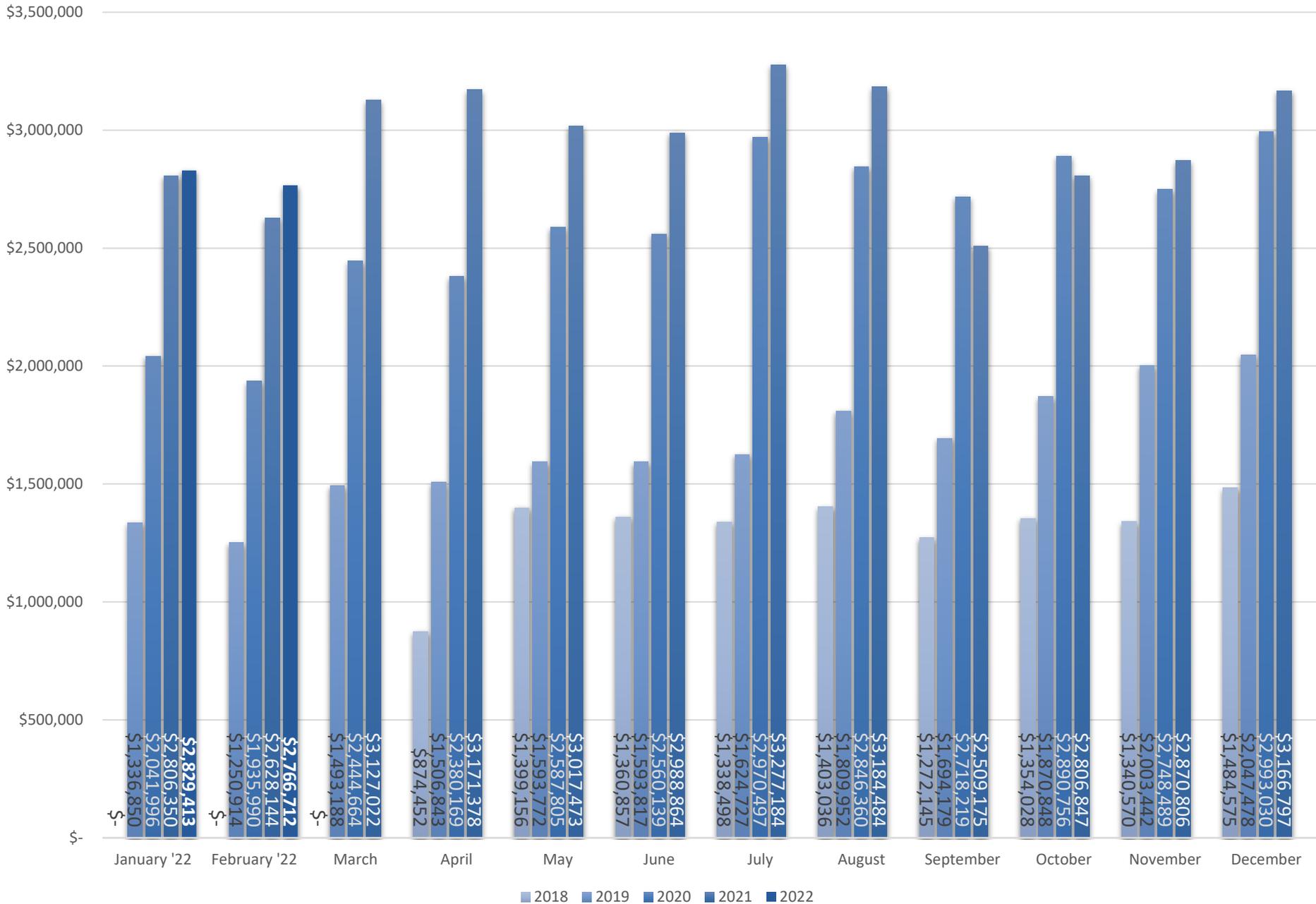
Top 5 Residencies	December	January		February	
1.	MD (1,832)	MD (1,799)	(↓)	MD (1,732)	(↓)
2.	VA (1,510)	VA (1,351)	(↓)	VA (1,499)	(↑)
3.	FL (202)	PA (161)	(↓)	PA (178)	(↑)
4.	PA (184)	FL (140)	(↓)	FL (175)	(↑)
5.	NJ (117)	NJ (94)	(↓)	NJ (98)	(↑)

Monthly Sales	December	January		February	
Dispensaries	\$3,166,797	\$2,829,413	(↓)	\$2,767,277	(↓)
Cultivation Centers	\$1,787,488	\$1,330,267	(↓)	\$1,450,965	(↑)
Total	\$4,954,285	\$4,159,680	(↓)	\$4,217,644	(↑)

Month-to-Month Comparison	February 2021	February 2022	
Dispensaries	\$2,628,144	\$2,767,277	(↑)
Cultivation Centers	\$1,247,043	\$1,450,965	(↑)
Total	\$3,875,187	\$4,217,644	(↑)

Product Sales by Type	December		January		February	
	Total Sold	Value	Total Sold	Value	Total Sold	Value
Concentrate	169g	\$13,475	341g (↑)	\$8,893 (↓)	259g (↓)	\$19,296 (↑)
Flower/Bud	403lbs	\$2,005,794	378lbs (↓)	\$1,852,595 (↓)	380lbs (↑)	\$1,803,942 (↓)
Infused Edible (each)	8,877	\$198,801	6,966 (↓)	\$159,940 (↓)	7,494 (↑)	\$165,888 (↑)
Infused Concentrate (each)	16,417	\$767,763	13,604 (↓)	\$655,086 (↓)	13,721 (↑)	\$632,917 (↓)
Infused Topical (each)	856	\$29,755	523 (↓)	\$19,461 (↓)	639 (↑)	\$23,543 (↑)
Keif	219g	\$8,033	267g (↑)	\$10,407 (↑)	308g (↑)	\$11,682 (↑)
Shake/Trim	55lbs	\$143,175	51lbs (↓)	\$123,031 (↓)	41lbs (↓)	\$110,010 (↓)

### Dispensary Sales Month to Month Comparison



### Cultivation Center Sales Month to Month Comparison 2018-2021

