



MEDICAL CANNABIS PROGRAM REPORT | JANUARY 2022

Program Participation	November	December	January
Total Unique Patients	12,041	12,368 (↑)	12,661* (↑)
Total Unique Caregivers	55	55 (—)	56 (↑)
Total Unique Healthcare Providers	595	602 (↑)	613 (↑)
Total Unique Patients Served by a Registered Dispensary	7,986	8,353 (↑)	7,749 (↓)

*Of the total patient count, 5,871 registrations lapsed prior to January 31st, 2022

Upcoming Patient Expirations	February	March	April
	812	471	311

Patients—DC Residents	November	December	January
Total Unique Patients	3,722	3,957 (↑)	3,828 (↓)
Total Unique Sales	10,283	11,492 (↑)	10,685 (↓)
Total Unique In-Store Sales	9,646	10,759 (↑)	9,935 (↓)
Total Unique Delivery Sales	637	733 (↑)	750 (↑)
Average Sale	\$133	\$131 (↓)	\$129 (↓)
In-Store Average Sale	\$128	\$126 (↓)	\$122 (↓)
Delivery Average Sale	\$219	\$215 (↓)	\$221 (↑)

Total In-Store Sales	\$1,230,736	\$1,351,359 (↑)	\$1,209,897 (↓)
Total Delivery Sales	\$139,627	\$157,310 (↑)	\$165,988 (↑)
Total Sales	\$1,370,363	\$1,508,669 (↑)	\$1,375,884 (↓)

Patients—Non-DC Residents	November	December	January
Total Unique Patients	4,264	4,396 (↑)	3,921 (↓)
Total Unique Sales	8,610	9,279 (↑)	8,337 (↓)
Total Unique In-Store Sales	8,610	9,276 (↑)	8,835 (↓)
Total Unique Delivery Sales	-	3 (↑)	2 (↓)
Average Sale	\$174	\$179 (↑)	\$174 (↓)
In-Store Average Sale	\$174	\$179 (↑)	\$174 (↓)
Delivery Average Sale	-	\$150 (↑)	\$284 (↑)

Total In-Store Sales	\$1,500,443	\$1,657,678 (↑)	\$1,452,961 (↓)
Total Delivery Sales	-	\$450 (↑)	\$567 (↑)
Total Sales	\$1,500,443	\$1,658,128 (↑)	\$1,453,528 (↓)

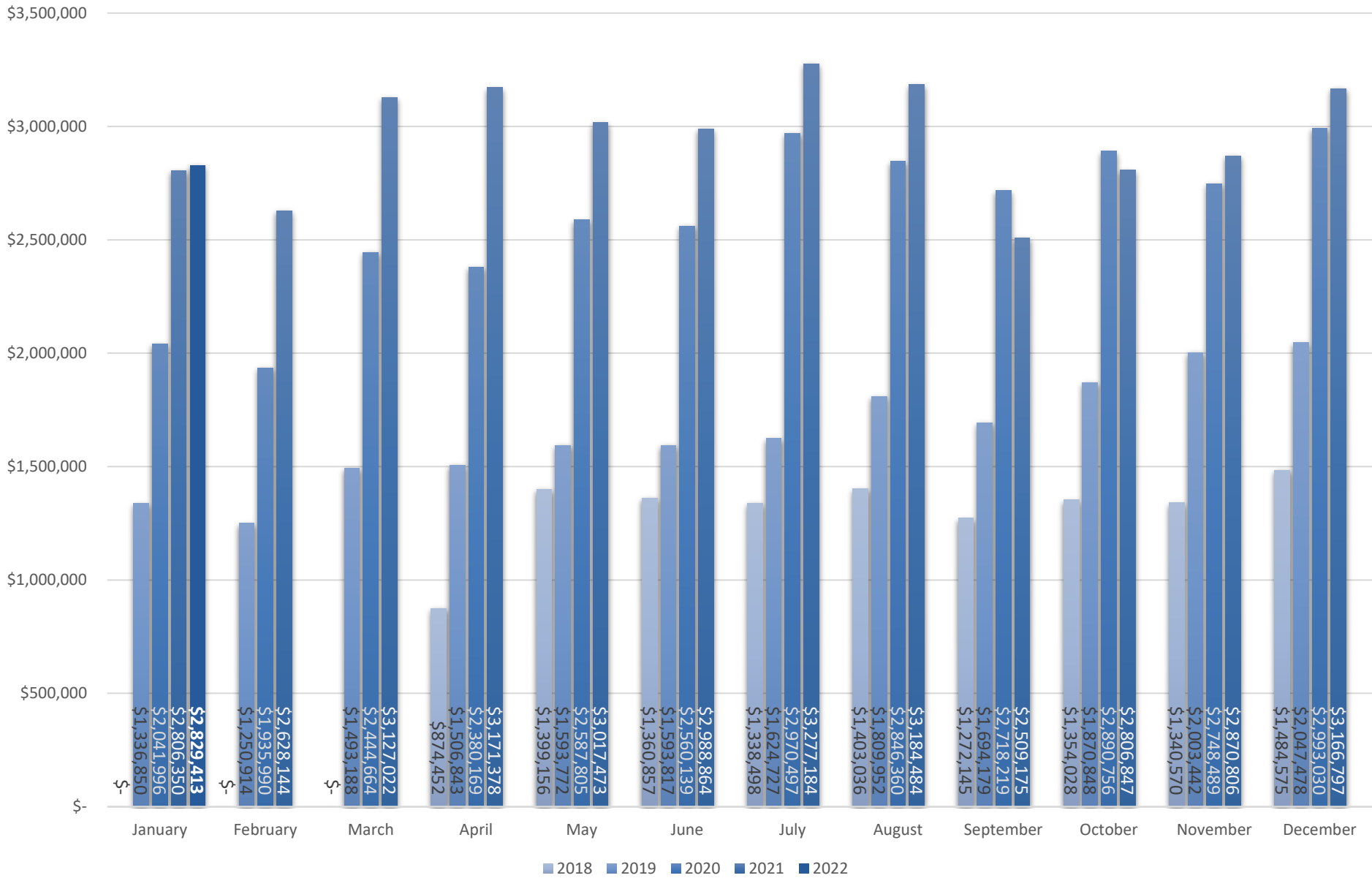
Top 5 Residencies	November	December		January	
1.	MD (1,672)	MD (1,832)	(↑)	MD (1,799)	(↓)
2.	VA (1,458)	VA (1,510)	(↑)	VA (1,351)	(↓)
3.	FL (241)	FL (202)	(↓)	PA (161)	(↓)
4.	PA (217)	PA (184)	(↓)	FL (140)	(↓)
5.	NJ (119)	NJ (117)	(↓)	NJ (94)	(↓)

Monthly Sales	November	December		January	
Dispensaries	\$2,870,806	\$3,166,797	(↑)	\$2,829,413	(↓)
Cultivation Centers	\$1,939,495	\$1,787,488	(↓)	\$1,330,267	(↓)
Total	\$4,810,301	\$4,954,285	(↑)	\$4,159,680	(↓)

Month-to-Month Comparison	January 2021	January 2022	
Dispensaries	\$2,806,350	\$2,829,413	(↑)
Cultivation Centers	\$1,104,125	\$1,330,267	(↑)
Total	\$3,910,476	\$4,159,680	(↑)

Product Sales by Type	November		December		January	
	Total Sold	Value	Total Sold	Value	Total Sold	Value
Concentrate	92g	\$6,757	169g (↑)	\$13,475 (↑)	341g (↑)	\$8,893 (↓)
Flower/Bud	348lbs	\$1,812,975	403lbs (↑)	\$2,005,794 (↑)	378lbs (↓)	\$1,852,595 (↓)
Infused Edible (each)	7,339	\$172,385	8,877 (↑)	\$198,801 (↑)	6,966 (↓)	\$159,940 (↓)
Infused Concentrate (each)	15,556	\$726,556	16,417 (↑)	\$767,763 (↑)	13,604 (↓)	\$655,086 (↓)
Infused Topical (each)	728	\$24,972	856 (↑)	\$29,755 (↑)	523 (↓)	\$19,461 (↓)
Keif	187g	\$6,978	219g (↑)	\$8,033 (↑)	267g (↑)	\$10,407 (↑)
Shake/Trim	41lbs	\$120,183	55lbs (↑)	\$143,175 (↑)	51lbs (↓)	\$123,031 (↓)

Dispensary Sales Month-to-Month Comparison



Cultivation Center Sales Month-to-Month Comparison

