



MEDICAL CANNABIS PROGRAM REPORT | JULY 2022

Program Participation	May	June	July
Total Unique Patients	14,211	14,468 (↑)	15,730* (↑)
Total Unique Caregivers	71	76 (↑)	79 (↑)
Total Unique Healthcare Providers	629	632 (↑)	634 (↑)
Total Unique Patients Served by a Registered Dispensary	8,400	8,264 (↓)	8,813 (↑)

*Of the total patient count, 7,162 registrations lapsed prior to July 31, 2022

Upcoming Patient Expirations	August	September	October
	523	577	434

Patients—DC Residents	May	June	July
Total Unique Patients	4,058	4,126 (↑)	4,567 (↑)
Total Unique Sales	11,523	11,684 (↑)	12,559 (↑)
Total Unique In-Store Sales	10,767	10,937 (↑)	11,744 (↑)
Total Unique Delivery Sales	756	747 (↓)	815 (↑)
Average Sale	\$116	\$117 (↑)	\$113 (↓)
In-Store Average Sale	\$110	\$111 (↑)	\$108 (↓)
Delivery Average Sale	\$207	\$202 (↓)	\$188 (↓)
In-Store Sales Total	\$1,181,375	\$1,219,152 (↑)	\$1,263,745 (↑)
Delivery Sales Total	\$156,757	\$150,641 (↓)	\$153,391 (↑)
Total Sales	\$1,338,132	\$1,369,793 (↑)	\$1,417,136 (↑)

Patients—Non-DC Residents	May	June	July
Total Unique Patients	4,342	4,138 (↓)	4,246 (↑)
Total Unique Sales	8,743	8,429 (↓)	8,557 (↑)
Total Unique In-Store Sales	8,742	8,427 (↓)	8,555 (↑)
Total Unique Delivery Sales	1	2 (↑)	2 (↑)
Average Sale	\$176	\$174 (↓)	\$177 (↑)
In-Store Sale Average	\$176	\$174 (↓)	\$177 (↑)
Delivery Sale Average	\$104	\$104 (-)	\$151 (↑)
In-Store Sales Total	\$1,534,877	\$1,467,135 (↓)	\$1,512,227 (↑)
Delivery Sales Total	\$104	\$227 (↑)	\$302 (↑)
Total Sales	\$1,534,981	\$1,467,362 (↓)	\$1,512,529 (↑)

Top 5 Residencies	May	June		July	
1.	VA (1,657)	VA (1,588)	(↓)	VA (1,634)	(↑)
2.	MD (1,601)	MD (1,512)	(↓)	MD (1,559)	(↑)
3.	FL (220)	FL (237)	(↑)	FL (233)	(↑)
4.	PA (197)	PA (170)	(↓)	PA (162)	(↓)
5.	NJ (107)	NJ (102)	(↓)	NJ (110)	(↑)

Monthly Sales	May	June		July	
Dispensaries	\$2,873,113	\$2,837,155	(↓)	\$2,929,665	(↑)
Cultivation Centers	\$1,514,490	\$1,906,313	(↑)	\$1,549,714	(↓)
Total	\$4,387,603	\$4,743,468	(↑)	\$4,479,379	(↓)

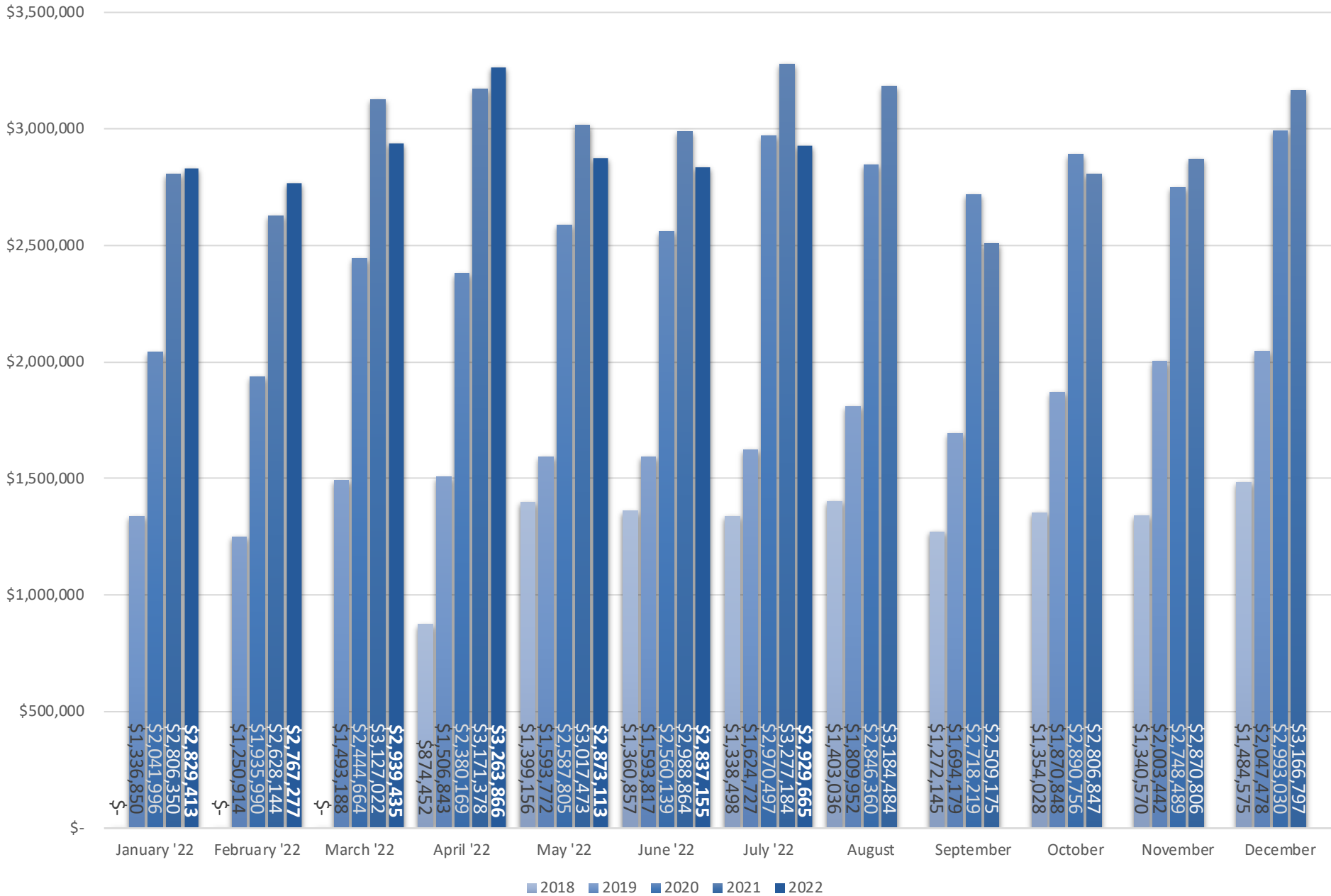
Month-to-Month Comparison	July 2021	July 2022	
Dispensaries	\$3,277,184*	\$2,929,665	(↓)
Cultivation Centers	\$1,859,813	\$1,549,714	(↓)
Total	\$5,136,997	\$4,479,379	(↓)

Product Sales by Type	May		June		July	
	Total Sold	Value	Total Sold	Value	Total Sold	Value
Concentrate	405g	\$22,426	460g (↑)	\$20,940 (↓)	525g (↑)	\$21,091 (↑)
Flower/Bud	399lbs	\$1,929,691	382lbs (↓)	\$1,840,501 (↓)	401lbs (↑)	\$1,903,654 (↑)
Infused Edible (each)	8,109	\$183,864	8,136 (↑)	\$169,894 (↓)	7,660 (↓)	\$164,910 (↓)
Infused Concentrate (each)	14,514	\$650,865	13,652 (↓)	\$653,796 (↑)	15,043 (↑)	\$691,873 (↑)
Infused Topical (each)	773	\$27,536	586 (↓)	\$21,071 (↓)	647 (↑)	\$22,612 (↑)
Kief	290g	\$11,265	365g (↑)	\$13,862 (↓)	341g (↓)	\$12,765 (↓)
Shake/Trim	41lbs	\$113,788	42lbs (↑)	\$117,089 (↑)	40lbs (↓)	\$112,760 (↓)

Enforcement	May	June		July	
Violations Observed	11	7	(↓)	0	(↓)
Patient Oversells	0	0	(-)	0	(-)
Scheduled Inspections	19	16	(↓)	4*	(↓)
Cannabis Waste Destroyed	2,200lbs	4,900lbs	(↑)	9,240lbs	(↓)
New Product Requests	0	4	(↑)	0	(↑)

*This number only includes MPD inspections. No ABRA inspections were conducted due to staff illness.

Dispensary Sales Month-to-Month Comparison



Cultivation Center Sales Month-to-Month Comparison

