



## MEDICAL CANNABIS PROGRAM REPORT | JUNE 2022

Program Participation	April	May	June
Total Unique Patients	13,848	14,211 (↑)	14,468* (↑)
Total Unique Caregivers	68	71 (↑)	76 (↑)
Total Unique Healthcare Providers	624	629 (↑)	632 (↑)
Total Unique Patients Served by a Registered Dispensary	9,109	8,400 (↓)	8,264 (↓)

\*Of the total patient count, 7,030 registrations lapsed prior to June 30, 2022

Upcoming Patient Expirations	July	August	September
	332	573	583

Patients—DC Residents	April	May	June
Total Unique Patients	4,380	4,058 (↓)	4,126 (↑)
Total Unique Sales	12,276	11,523 (↓)	11,684 (↑)
Total Unique In-Store Sales	11,432	10,767 (↓)	10,937 (↑)
Total Unique Delivery Sales	844	756 (↓)	747 (↓)
Average Sale	\$125	\$116 (↓)	\$117 (↑)
In-Store Average Sale	\$119	\$110 (↓)	\$111 (↑)
Delivery Average Sale	\$204	\$207 (↑)	\$202 (↓)
In-Store Sales Total	\$1,364,731	\$1,181,375 (↓)	\$1,219,152 (↑)
Delivery Sales Total	\$171,903	\$156,757 (↓)	\$150,641 (↓)
Total Sales	\$1,536,634	\$1,338,132 (↓)	\$1,369,793 (↑)

Patients—Non-DC Residents	April	May	June
Total Unique Patients	4,729	4,342 (↓)	4,138 (↓)
Total Unique Sales	9,493	8,743 (↓)	8,429 (↓)
Total Unique In-Store Sales	9,489	8,742 (↓)	8,427 (↓)
Total Unique Delivery Sales	4	1 (↓)	2 (↑)
Average Sale	\$182	\$176 (↓)	\$174 (↓)
In-Store Sale Average	\$182	\$176 (↓)	\$174 (↓)
Delivery Sale Average	\$116	\$104 (↓)	\$104 (-)
In-Store Sales Total	\$1,726,768	\$1,534,877 (↓)	\$1,467,135 (↓)
Delivery Sales Total	\$463	\$104 (↓)	\$227 (↑)
Total Sales	\$1,727,231	\$1,534,981 (↓)	\$1,467,362 (↓)

Top 5 Residencies	April	May	June
1.	MD (1,833)	VA (1,657) (↓)	VA (1,588) (↓)
2.	VA (1,726)	MD (1,601) (↓)	MD (1,512) (↓)
3.	PA (241)	FL (220) (↑)	FL (237) (↑)
4.	FL (182)	PA (197) (↓)	PA (170) (↓)
5.	NJ (137)	NJ (107) (↓)	NJ (102) (↓)

Monthly Sales	April	May	June
Dispensaries	\$3,263,866	\$2,873,113 (↓)	\$2,837,155 (↓)
Cultivation Centers	\$1,667,439	\$1,514,490 (↓)	\$1,906,313 (↑)
Total	\$4,931,305	\$4,387,603 (↓)	\$4,743,468 (↑)

Month-to-Month Comparison	June 2021	June 2022
Dispensaries	\$2,988,864	\$2,837,155 (↓)
Cultivation Centers	\$2,263,373	\$1,906,313 (↓)
Total	\$5,252,237	\$4,743,468 (↓)

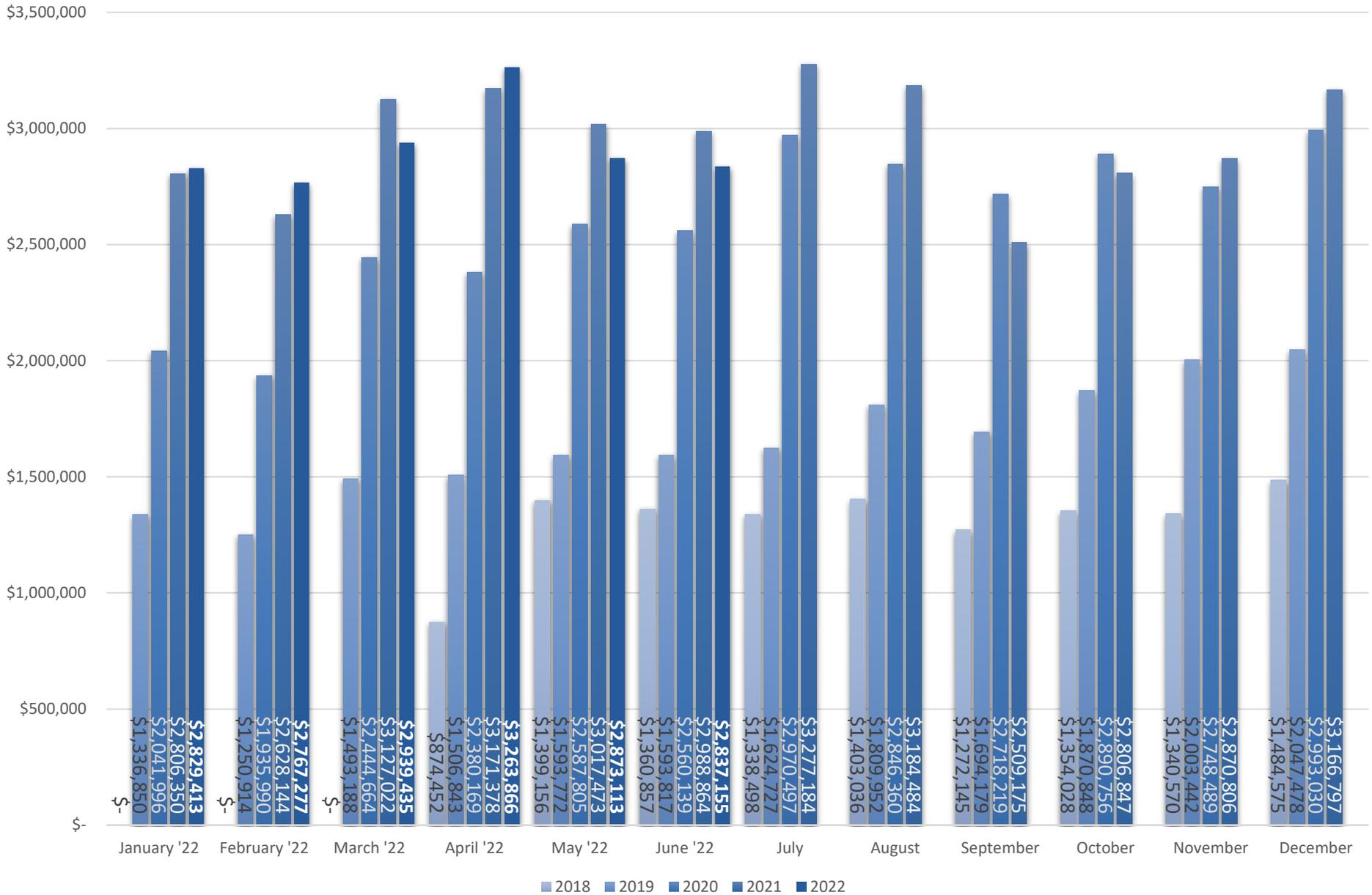
Quarterly Sales	Q4 2021	Q1 2022	Q2 2022	Q3 2022
Dispensaries	\$8,970,844	\$8,844,449 (↓)	\$8,536,124 (↓)	\$8,974,134 (↑)
Cultivation Centers	\$5,397,946	\$5,098,934 (↓)	\$5,113,052 (↑)	\$5,087,942 (↓)
Total	\$14,368,790	\$13,943,383 (↓)	\$13,649,176 (↓)	\$14,062,076 (↑)

Quarter-to-Quarter Comparison	Q3 2021	Q3 2022
Dispensaries	\$9,177,715	\$8,974,134 (↓)
Cultivation Centers	\$5,547,270	\$5,087,942 (↓)
Total	\$14,724,985	\$14,062,076 (↓)

Product Sales by Type	April		May		June	
	Total Sold	Value	Total Sold	Value	Total Sold	Value
Concentrate	259g	\$19,296	405g (↑)	\$22,426 (↑)	460g (↑)	\$20,940 (↓)
Flower/Bud	380lbs	\$1,803,942	399lbs (↑)	\$1,929,691 (↑)	382lbs (↓)	\$1,840,501 (↓)
Infused Edible (each)	7,494	\$165,888	8,109 (↑)	\$183,864 (↑)	8,136 (↑)	\$169,894 (↓)
Infused Concentrate (each)	13,721	\$632,917	14,514 (↑)	\$650,865 (↑)	13,652 (↓)	\$653,796 (↑)
Infused Topical (each)	639	\$23,543	773 (↑)	\$27,536 (↑)	586 (↓)	\$21,071 (↓)
Keif	308g	\$11,682	290g (↓)	\$11,265 (↓)	365g (↑)	\$13,862 (↓)
Shake/Trim	41lbs	\$110,010	41lbs (-)	\$113,788 (↑)	42lbs (↑)	\$117,089 (↑)

Enforcement	April	May	June
Violations Observed	5	11 (↑)	7 (↓)
Patient Oversells	0	0 (-)	0 (-)
Scheduled Inspections	0	19 (↑)	16 (↓)
Cannabis Waste Destroyed	2,260lbs	2,200lbs (↓)	4,900lbs (↑)
New Product Requests	21	0 (↓)	4 (↑)

## Dispensary Sales Month-to-Month Comparison



## Cultivation Center Sales Month-to-Month Comparison

