



MEDICAL CANNABIS PROGRAM REPORT | March 2022

Program Participation	January	February	March
Total Unique Patients	12,661	13,034 (↑)	13,445* (↑)
Total Unique Caregivers	56	61 (↑)	63 (↑)
Total Unique Healthcare Providers	613	620 (↑)	623 (↑)
Total Unique Patients Served by a Registered Dispensary	7,749	7,961 (↑)	8,362 (↑)

*Of the total patient count, 6,690 registrations lapsed prior to March 31st, 2022

Upcoming Patient Expirations	April	May	June
	255	249	438

Patients—DC Residents	January	February	March
Total Unique Patients	3,828	3,817 (↓)	3,994 (↑)
Total Unique Sales	10,685	10,252 (↓)	11,719 (↑)
Total Unique In-Store Sales	9,935	9,538 (↓)	10,959 (↑)
Total Unique Delivery Sales	750	713 (↓)	760 (↑)
Average Sale	\$129	\$123 (↓)	\$119 (↓)
In-Store Average Sale	\$122	\$117 (↓)	\$113 (↓)
Delivery Average Sale	\$221	\$203 (↓)	\$213 (↑)
In-Store Sales Total	\$1,209,897	\$1,116,018 (↓)	\$1,236,989 (↑)
Delivery Sales Total	\$165,988	\$144,961 (↓)	\$161,951 (↑)
Total Sales	\$1,375,884	\$1,260,979 (↓)	\$1,398,940 (↑)

Patients—Non-DC Residents	January	February	March
Total Unique Patients	3,921	4,144 (↑)	4,368 (↑)
Total Unique Sales	8,337	8,323 (↓)	9,029 (↑)
Total Unique In-Store Sales	8,835	8,320 (↓)	9,025 (↑)
Total Unique Delivery Sales	2	3 (↑)	4 (↑)
Average Sale	\$174	\$181 (↑)	\$171 (↓)
In-Store Sale Average	\$174	\$181 (↑)	\$171 (↓)
Delivery Sale Average	\$284	\$200 (↓)	\$143 (↓)
In-Store Sales Total	\$1,452,961	\$1,505,697 (↑)	\$1,539,924 (↑)
Delivery Sales Total	\$567	\$601 (↑)	\$571 (↓)
Total Sales	\$1,453,528	\$1,506,298 (↑)	\$1,540,495 (↑)

Top 5 Residencies	January	February	March
1.	MD (1,799)	MD (1,732) (↓)	MD (1,790) (↑)
2.	VA (1,351)	VA (1,499) (↑)	VA (1,558) (↑)
3.	PA (161)	PA (178) (↑)	PA (209) (↑)
4.	FL (140)	FL (175) (↑)	FL (199) (↑)
5.	NJ (94)	NJ (98) (↑)	NJ (99) (↑)

Monthly Sales	January	February	March
Dispensaries	\$2,829,413	\$2,767,277 (↓)	\$2,939,435 (↑)
Cultivation Centers	\$1,330,267	\$1,450,965 (↑)	\$2,331,820 (↑)
Total	\$4,159,680	\$4,217,644 (↑)	\$5,271,255 (↑)

Month-to-Month Comparison	March 2021	March 2022
Dispensaries	\$3,127,022	\$2,939,435 (↓)
Cultivation Centers	\$1,519,500	\$2,331,820 (↑)
Total	\$4,646,522	\$5,271,255 (↑)

Quarterly Sales	Q3 2021	Q4 2021	Q1 2022	Q2 2022
Dispensaries	\$9,177,715	\$8,970,844 (↓)	\$8,844,449 (↓)	\$8,536,124 (↓)
Cultivation Centers	\$5,547,270	\$5,397,946 (↓)	\$5,098,934 (↑)	\$5,113,052 (↑)
Total	\$14,724,986	\$14,368,790 (↓)	\$13,943,383 (↑)	\$13,649,176 (↓)

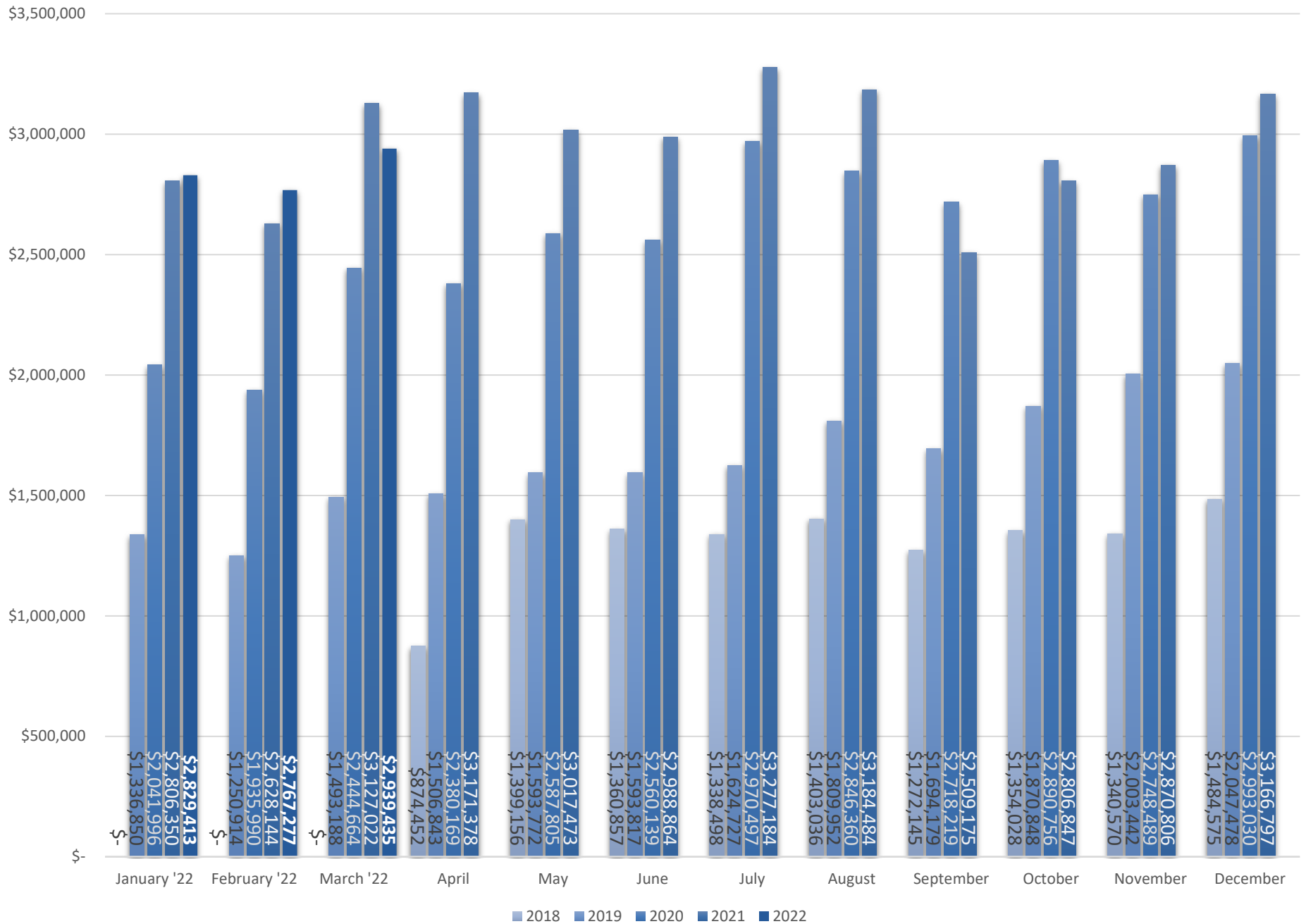
Quarter-to-Quarter Comparison	Q2 2021	Q2 2022
Dispensaries	\$8,561,517	\$8,536,124 (↓)
Cultivation Centers	\$3,870,669	\$5,113,052 (↑)
Total	\$9,305,163	\$13,649,176 (↑)

Product Sales by Type	January		February		March	
	Total Sold	Value	Total Sold	Value	Total Sold	Value
Concentrate	341g	\$8,893	259g (↓)	\$19,296 (↑)	405g (↑)	\$22,426 (↑)
Flower/Bud	378lbs	\$1,852,595	380lbs (↑)	\$1,803,942 (↓)	399lbs (↑)	\$1,929,691 (↑)
Infused Edible (each)	6,966	\$159,940	7,494 (↑)	\$165,888 (↑)	8,109 (↑)	\$183,864 (↑)
Infused Concentrate (each)	13,604	\$655,086	13,721 (↑)	\$632,917 (↓)	14,514 (↑)	\$650,865 (↑)
Infused Topical (each)	523	\$19,461	639 (↑)	\$23,543 (↑)	773 (↑)	\$27,536 (↑)
Keif	267g	\$10,407	308g (↑)	\$11,682 (↑)	290g (↓)	\$11,265 (↓)
Shake/Trim	51lbs	\$123,031	41lbs (↓)	\$110,010 (↓)	41lbs (-)	\$113,788 (↑)

Enforcement	January	February	March
Violations Observed	0	5	6
Patient Oversells	0	2	17*
Scheduled Inspections	6	7	7
Cannabis Waste Destroyed	15,260lbs	3,680lbs	2,400lbs
New Product Requests	28	2	0

*These oversells were caused by a software issue that has since been corrected

Dispensary Sales Month to Month Comparison



Cultivation Center Sales Month to Month Comparison 2018-2021

