



## MEDICAL CANNABIS PROGRAM REPORT | MAY 2022

Program Participation	March	April	May
Total Unique Patients	13,445	13,848 (↑)	14,211* (↑)
Total Unique Caregivers	63	68 (↑)	71 (↑)
Total Unique Healthcare Providers	623	624 (↑)	629 (↑)
Total Unique Patients Served by a Registered Dispensary	8,362	9,109 (↑)	8,400 (↓)

\* Of the total patient count, 6,823 registrations lapsed prior to May 31, 2022

Upcoming Patient Expirations	June	July	August
	359	332	573

Patients—DC Residents	March	April	May
Total Unique Patients	3,994	4,380 (↑)	4,058 (↓)
Total Unique Sales	11,719	12,276 (↑)	11,523 (↓)
Total Unique In-Store Sales	10,959	11,432 (↑)	10,767 (↓)
Total Unique Delivery Sales	760	844 (↑)	756 (↓)
Average Sale	\$119	\$125 (↑)	\$116 (↓)
In-Store Average Sale	\$113	\$119 (↑)	\$110 (↓)
Delivery Average Sale	\$213	\$204 (↓)	\$207 (↑)
In-Store Sales Total	\$1,236,989	\$1,364,731 (↑)	\$1,181,375 (↓)
Delivery Sales Total	\$161,951	\$171,903 (↑)	\$156,757 (↓)
Total Sales	\$1,398,940	\$1,536,634 (↑)	\$1,338,132 (↓)

Patients—Non-DC Residents	March	April	May
Total Unique Patients	4,368	4,729 (↑)	4,342 (↓)
Total Unique Sales	9,029	9,493 (↑)	8,743 (↓)
Total Unique In-Store Sales	9,025	9,489 (↑)	8,742 (↓)
Total Unique Delivery Sales	4	4 (-)	1 (↓)
Average Sale	\$171	\$182 (↑)	\$176 (↓)
In-Store Sale Average	\$171	\$182 (↑)	\$176 (↓)
Delivery Sale Average	\$143	\$116 (↓)	\$104 (↓)
In-Store Sales Total	\$1,539,924	\$1,726,768 (↑)	\$1,534,877 (↓)
Delivery Sales Total	\$571	\$463 (↓)	\$104 (↓)
Total Sales	\$1,540,495	\$1,727,231 (↑)	\$1,534,981 (↓)

Top 5 Residencies	March	April		May	
1.	MD (1,790)	MD (1,833)	(↑)	VA (1,657)	(↓)
2.	VA (1,558)	VA (1,726)	(↑)	MD (1,601)	(↓)
3.	PA (209)	PA (241)	(↑)	FL (220)	(↑)
4.	FL (199)	FL (182)	(↓)	PA (197)	(↓)
5.	NJ (99)	NJ (137)	(↑)	NJ (107)	(↓)

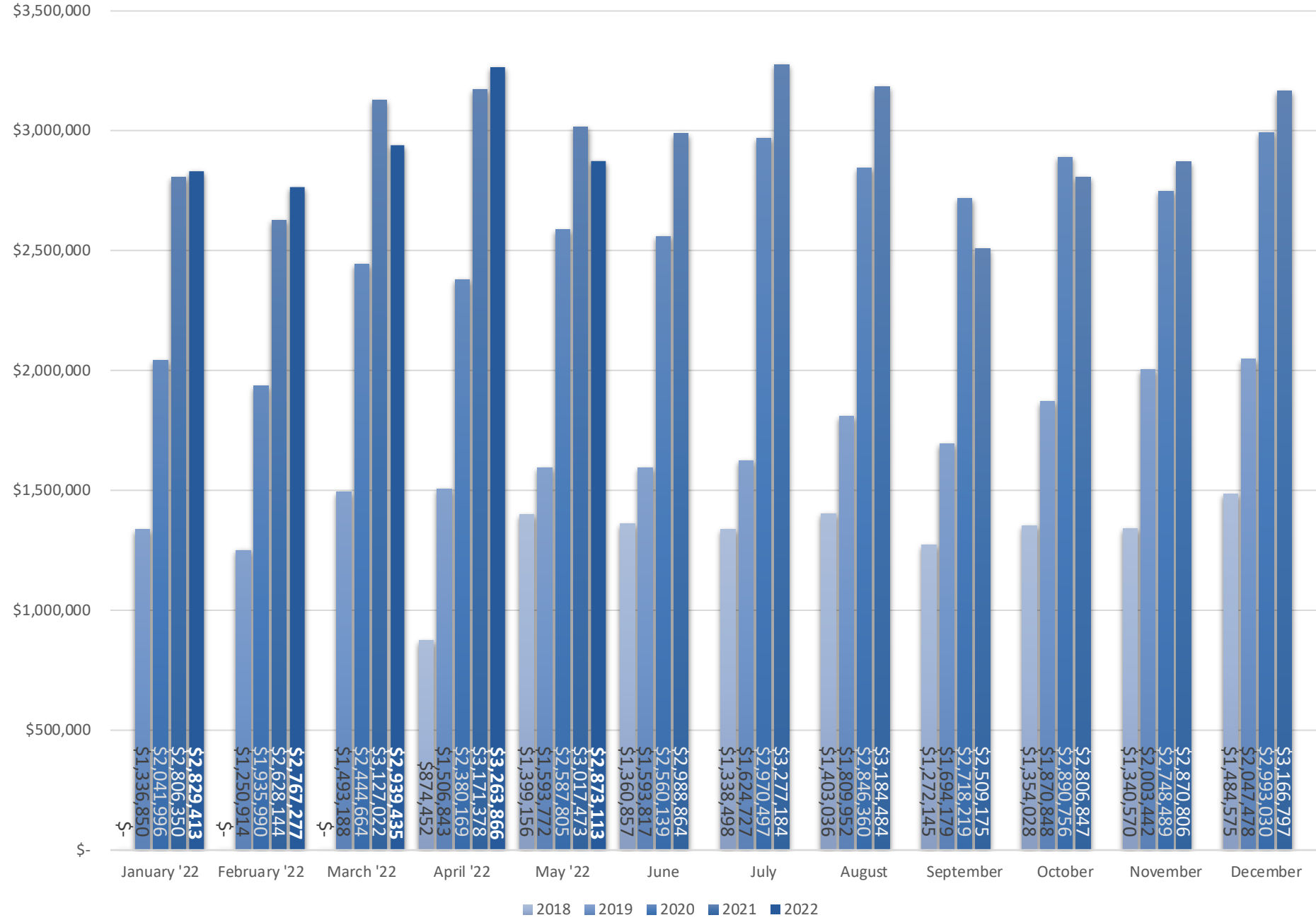
Monthly Sales	March	April		May	
Dispensaries	\$2,939,435	\$3,263,866	(↑)	\$2,873,113	(↓)
Cultivation Centers	\$2,331,820	\$1,667,439	(↓)	\$1,514,490	(↓)
Total	\$5,271,255	\$4,931,305	(↓)	\$4,387,603	(↓)

Month-to-Month Comparison	May 2021	May 2022	
Dispensaries	\$3,017,473	\$2,873,113	(↓)
Cultivation Centers	\$1,629,665	\$1,514,490	(↓)
Total	\$4,647,138	\$4,387,603	(↓)

Product Sales by Type	March		April		May	
	Total Sold	Value	Total Sold	Value	Total Sold	Value
Concentrate	405g	\$22,426	494g (↑)	\$23,847 (↑)	399g (↓)	\$19,529 (↓)
Flower/Bud	399lbs	\$1,929,691	433lbs (↑)	\$2,098,778 (↑)	378lbs (↓)	\$1,825,363 (↓)
Infused Edible (each)	8,109	\$183,864	9,588 (↑)	\$206,635 (↑)	8,276 (↓)	\$178,068 (↓)
Infused Concentrate (each)	14,514	\$650,865	16,639 (↑)	\$760,775 (↑)	14,555 (↓)	\$689,531 (↓)
Infused Topical (each)	773	\$27,536	826 (↑)	\$31,073 (↑)	674 (↓)	\$24,487 (↓)
Kief	290g	\$11,265	341g (↑)	\$12,449 (↑)	331g (↓)	\$12,750 (↑)
Shake/Trim	41lbs	\$113,788	45lbs (↑)	\$130,309 (↑)	44lbs (↓)	\$123,385 (↓)

Enforcement	March	April		May	
Violations Observed	6	5	(↓)	11	(↑)
Patient Oversells	17	0	(↓)	0	(-)
Scheduled Inspections	7	0	(↓)	19	(↑)
Cannabis Waste Destroyed	2,400lbs	2,260lbs	(↓)	2,200lbs	(↓)
New Product Requests	0	21	(↑)	0	(↓)

## Dispensary Sales Month-to-Month Comparison



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

