



## MEDICAL CANNABIS PROGRAM REPORT | OCTOBER 2022

Program Participation	August	September	October
Total Unique Patients	21,051	22,482 (↑)	24,430* (↑)
Total Unique Caregivers	79	80 (-)	81 (↑)
Total Unique Healthcare Providers	639	641 (↑)	642 (↑)
Total Unique Patients Served by a Registered Dispensary	10,067	9,896 (↑)	10,328 (↑)

\*Of the total patient count, 8,603 registrations lapsed prior to October 31, 2022

Upcoming Patient Expirations	November	December	January
	136	67	85

Patients—DC Residents	August	September	October
Total Unique Patients	6,078	5,977 (↓)	6,121 (↑)
Total Unique Sales	15,142	15,252 (↑)	15,763 (↑)
Total Unique In-Store Sales	14,267	14,396 (↑)	14,862 (↑)
Total Unique Delivery Sales	875	856 (↓)	901 (↑)
Average Sale	\$107	\$106 (↓)	\$105 (↓)
In-Store Average Sale	\$102	\$101 (↓)	\$100 (↓)
Delivery Average Sale	\$178	\$180 (↑)	\$177 (↓)
In-Store Sales Total	\$1,458,167	\$1,458,656 (↑)	\$1,489,495 (↑)
Delivery Sales Total	\$156,166	\$154,348 (↓)	\$159,361 (↑)
Total Sales	\$1,614,333	\$1,613,004 (↓)	\$1,648,855 (↑)

Patients—Non-DC Residents	August	September	October
Total Unique Patients	3,989	3,919 (↓)	4,206 (↑)
Total Unique Sales	8,177	7,953 (↓)	8,249 (↑)
Total Unique In-Store Sales	8,174	7,950 (↓)	8,246 (↑)
Total Unique Delivery Sales	3	3 (-)	3 (-)
Average Sale	\$168	\$167 (↓)	\$165 (↓)
In-Store Sale Average	\$168	\$167 (↓)	\$165 (↓)
Delivery Sale Average	\$114	\$82 (↓)	\$132 (↑)
In-Store Sales Total	\$1,371,184	\$1,330,111 (↓)	\$1,363,568 (↑)
Delivery Sales Total	\$343	\$246 (↓)	\$397 (↑)
Total Sales	\$1,371,527	\$1,330,357 (↓)	\$1,363,965 (↑)

**Top 5 Residencies -**

Unique patients per state	August	September	October
1.	VA (1,554)	MD (1,473)	VA (1,479)
2.	MD (1,475)	VA (1,471)	MD (1,415)
3.	FL (218)	FL (213)	FL (205)
4.	PA (175)	PA (170)	PA (128)
5.	NJ (83)	WV (71)	NJ (78)

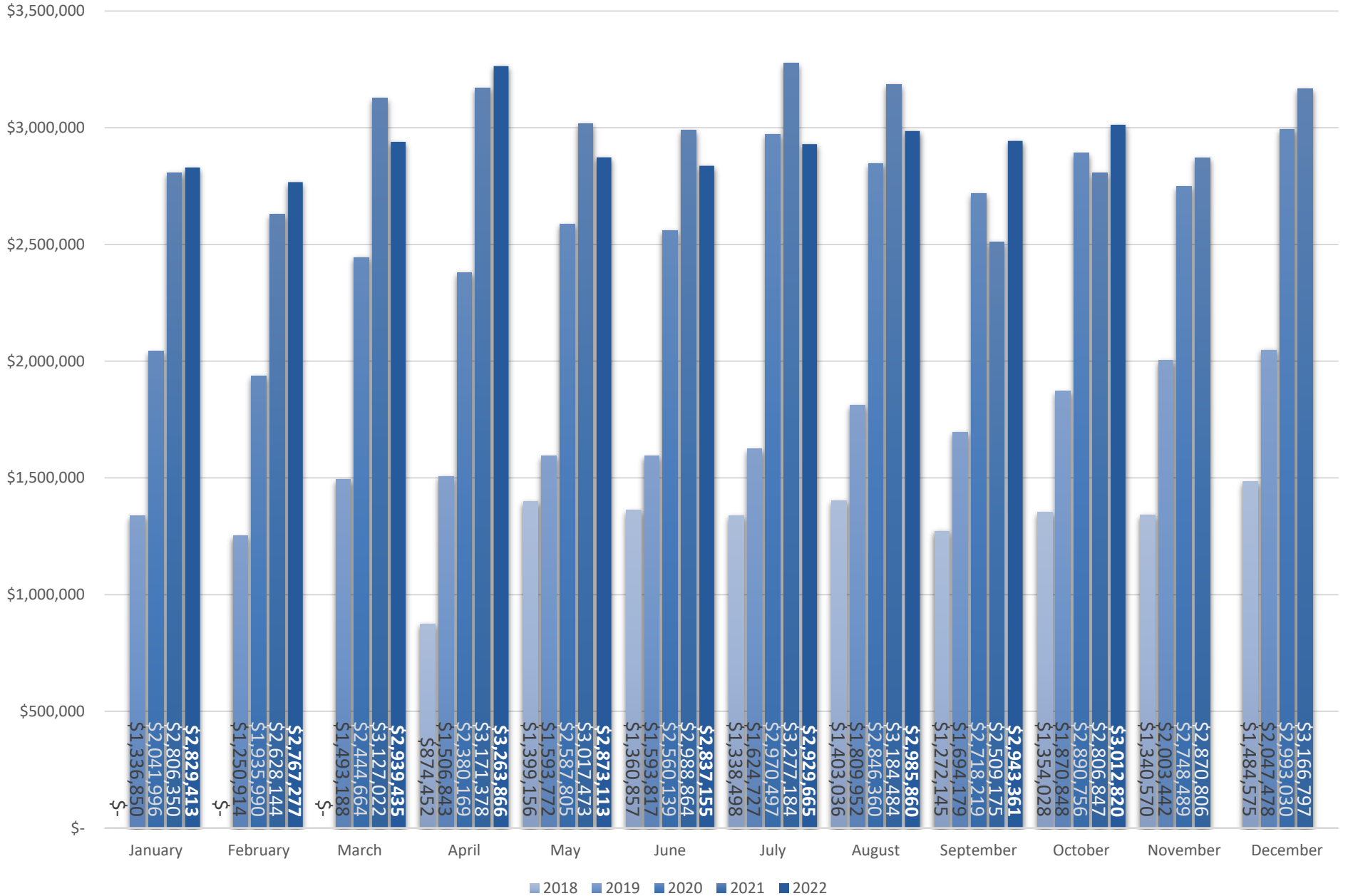
Monthly Sales	August	September	October
Dispensaries	\$2,985,860	\$2,943,361 (↓)	\$3,012,820 (↑)
Cultivation Centers	\$1,827,754	\$1,540,015 (↓)	\$1,693,999 (↑)
Total	\$4,813,614	\$4,483,376 (↓)	\$4,706,819 (↑)

Month-to-Month Comparison	October 2021	October 2022
Dispensaries	\$2,806,847	\$3,012,820 (↑)
Cultivation Centers	\$1,371,951	\$1,693,999 (↑)
Total	\$4,178,798	\$4,706,819 (↑)

Product Sales by Type	August		September		October	
	Total Sold	Value	Total Sold	Value	Total Sold	Value
Concentrate	309g	\$13,193	299g (↓)	\$21,961 (↑)	450g (↑)	\$24,994 (↑)
Flower/Bud	419lbs	\$1,947,599	412lbs (↓)	\$1,929,971 (↓)	442lbs (↑)	\$1,999,298 (↑)
Infused Edible (each)	8,463	\$177,302	8,556 (↑)	\$177,684 (↑)	9,387 (↑)	\$189,320 (↑)
Infused Concentrate (each)	14,901	\$688,196	14,207 (↓)	\$662,733 (↓)	14,128 (↓)	\$660,064 (↓)
Infused Topical (each)	698	\$27,385	605 (↓)	\$24,838 (↓)	599 (↓)	\$22,269 (↓)
Kief	386g	\$14,974	357g (↓)	\$13,695 (↓)	371g (↑)	\$15,489 (↑)
Shake/Trim	43lbs	\$117,211	43lbs (-)	\$112,430 (↓)	38lbs (↓)	\$101,385 (↓)

Enforcement	August	September	October
Violations Observed	7	1 (↓)	1 (-)
Patient Oversells	0	0 (-)	0 (-)
Scheduled Inspections	20	17 (↓)	8 (↓)
Cannabis Waste Destroyed	1,900lbs	6,640lbs (↑)	2,880lbs (↓)
New Product Requests	29	7 (↓)	0 (↓)

## Dispensary Sales Month-to-Month Comparison



## Cultivation Center Sales Month-to-Month Comparison

