



MEDICAL CANNABIS PROGRAM REPORT | DECEMBER 2022

Program Participation	October	November		December	
Total Unique Patients	24,430	25,084	(↑)	26,120*	(↑)
Total Unique Caregivers	81	82	(↑)	82	(-)
Total Unique Healthcare Providers	642	642	(↑)	643	(↑)
Total Unique Patients Served by a Registered Dispensary	10,328	11,068	(↑)	11,925	(↑)

*Of the total patient count, 8,184 registrations lapsed prior to December 31, 2022

Upcoming Patient Expirations	January	February	March
	87	61	80

Patients—DC Residents	October	November		December	
Total Unique Patients	6,121	6,264	(↑)	6,619	(↑)
Total Unique Sales	15,763	15,966	(↑)	17,141	(↑)
Total Unique In-Store Sales	14,862	14,996	(↑)	16,052	(↑)
Total Unique Delivery Sales	901	970	(↑)	1,089	(↑)
Average Sale	\$105	\$103	(↓)	\$103	(-)
In-Store Average Sale	\$100	\$99	(↓)	\$98	(↓)
Delivery Average Sale	\$177	\$172	(↓)	\$175	(↑)
In-Store Sales Total	\$1,489,494	\$1,478,047	(↓)	\$1,579,407	(↑)
Delivery Sales Total	\$159,361	\$167,201	(↑)	\$190,351	(↑)
Total Sales	\$1,648,855	\$1,645,248	(↓)	\$1,769,758	(↑)

Patients—Non-DC Residents	October	November		December	
Total Unique Patients	4,206	4,804	(↑)	5,306	(↑)
Total Unique Sales	8,249	9,304	(↑)	10,560	(↑)
Total Unique In-Store Sales	8,246	9,294	(↑)	10,532	(↑)
Total Unique Delivery Sales	3	10	(↑)	28	(↑)
Average Sale	\$165	\$163	(↓)	\$163	(-)
In-Store Sale Average	\$165	\$163	(↓)	\$164	(↑)
Delivery Sale Average	\$132	\$252	(↑)	\$110	(↑)
In-Store Sales Total	\$1,363,568	\$1,516,158	(↑)	\$1,722,797	(↑)
Delivery Sales Total	\$397	\$2,519	(↑)	\$3,093	(↑)
Total Sales	\$1,363,965	\$1,518,677	(↑)	\$1,725,890	(↑)

Top 5 Residencies -

Unique patients per state	October	November	December
1.	VA (1,479)	MD (1,725)	MD (1,888)
2.	MD (1,415)	VA (1,486)	VA (1,821)
3.	FL (205)	FL (204)	FL (240)
4.	PA (128)	PA (176)	PA (158)
5.	NJ (78)	NJ (90)	NJ (88)

Monthly Sales	October	November	December
Dispensaries	\$3,012,820	\$3,163,925 (↑)	\$3,495,648 (↑)
Cultivation Centers	\$1,693,999	\$1,902,505 (↑)	\$1,796,467 (↓)
Total	\$4,706,819	\$5,066,430 (↑)	\$5,292,115 (↑)

Month-to-Month Comparison	December 2021	December 2022
Dispensaries	\$3,166,797	\$3,495,648 (↑)
Cultivation Centers	\$1,787,488	\$1,796,467 (↑)
Total	\$4,954,285	\$5,292,115 (↑)

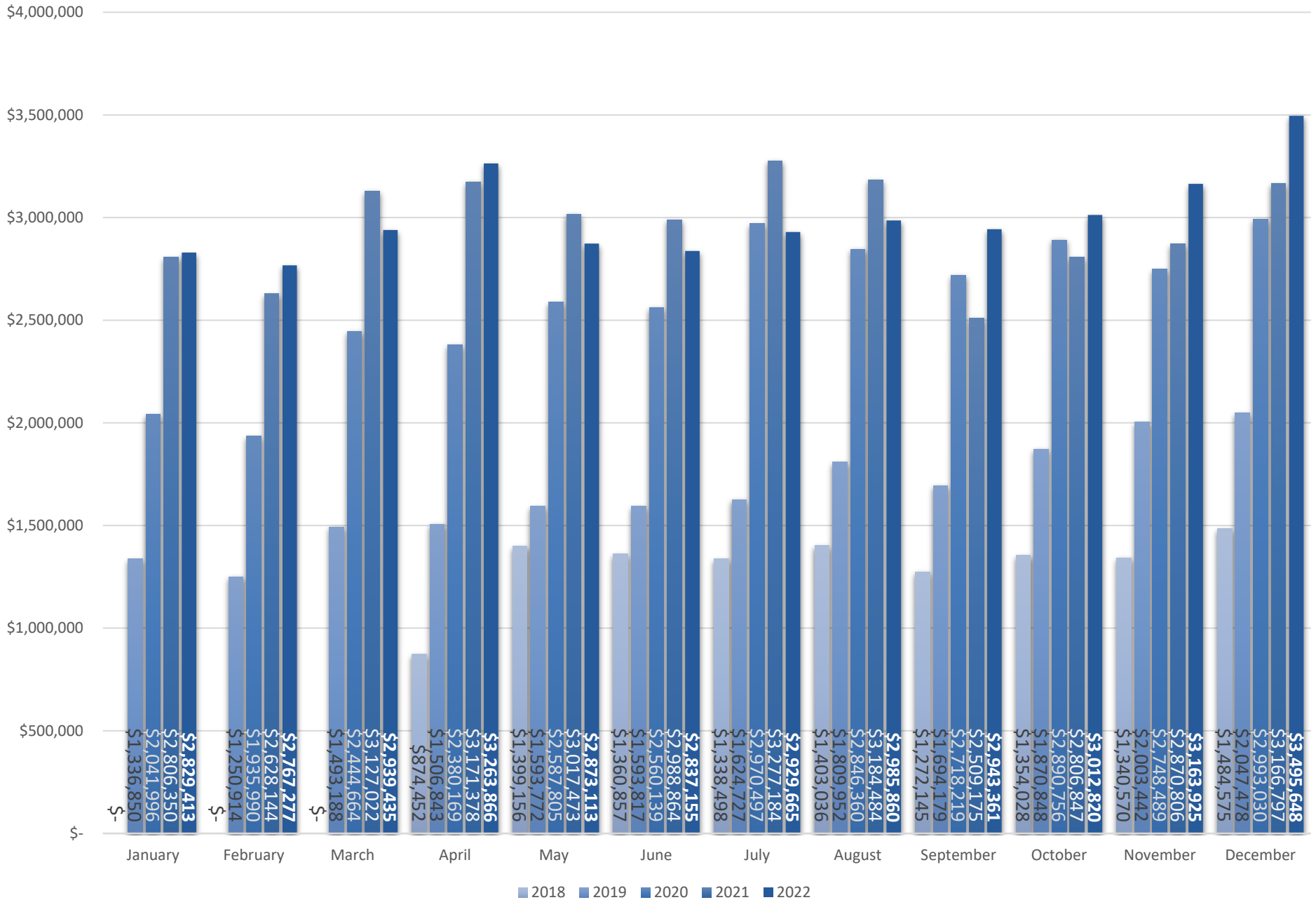
Quarterly Sales	Q2 2022	Q3 2022	Q4 2022	Q1 2023
Dispensaries	\$8,536,124	\$8,974,134 (↑)	\$8,752,680 (↓)	\$9,672,393 (↑)
Cultivation Centers	\$5,113,052	\$5,087,942 (↓)	\$5,376,839 (↑)	\$5,392,971 (↑)
Total	\$13,649,176	\$14,062,076 (↑)	\$14,129,519 (↑)	\$15,065,364 (↑)

Quarter-to-Quarter Comparison	Q1 2022	Q1 2023
Dispensaries	\$8,844,449	\$9,672,393 (↑)
Cultivation Centers	\$5,131,162	\$5,392,971 (↑)
Total	\$13,975,611	\$15,065,364 (↑)

Product Sales by Type	October		November		December	
	Total Sold	Value	Total Sold	Value	Total Sold	Value
Concentrate	450g	\$24,994	518g (↑)	\$31,522 (↑)	578g (↑)	\$46,189 (↑)
Flower/Bud	442lbs	\$1,999,298	492lbs (↑)	\$2,115,922 (↑)	593lbs (↑)	\$2,346,490 (↑)
Infused Edible (each)	9,387	\$189,321	9,997 (↑)	\$207,424 (↑)	11,124 (↑)	228,610 (↑)
Infused Concentrate (each)	14,128	\$660,064	17,203 (↑)	\$705,835 (↑)	19,493 (↑)	764,343 (↑)
Infused Topical (each)	599	\$22,269	611 (↑)	\$22,807 (↑)	783 (↑)	\$27,484 (↑)
Keif	371g	\$15,489	309g (↓)	\$12,947 (↓)	209 (↓)	\$8,612 (↓)
Shake/Trim	38lbs	\$101,385	30lbs (↓)	\$67,468 (↓)	33lbs (↑)	\$73,920 (↑)

Enforcement	October	November	December
Violations Observed	1	0 (↓)	4 (↑)
Patient Oversells	0	0 (-)	0 (-)
Scheduled Inspections	8	4 (↓)	4 (-)
Cannabis Waste Destroyed	2,880lbs	2,180lbs (↓)	0lbs (↓)
New Product Requests	0	0 (↓)	0 (↓)

Dispensary Sales Month-to-Month Comparison



Cultivation Center Sales Month-to-Month Comparison

