



MEDICAL CANNABIS PROGRAM REPORT | SEPTEMBER 2022

Program Participation	July	August	September
Total Unique Patients	15,730	21,051 (↑)	22,482* (↑)
Total Unique Caregivers	79	79 (-)	80 (↑)
Total Unique Healthcare Providers	634	639 (↑)	641 (↑)
Total Unique Patients Served by a Registered Dispensary	8,813	10,067 (↑)	9,896 (↓)

*Of the total patient count, 8,184 registrations lapsed prior to September 30, 2022

Upcoming Patient Expirations	October	November	December
	428	137	67

Patients—DC Residents	July	August	September
Total Unique Patients	4,567	6,078 (↑)	5,977 (↓)
Total Unique Sales	12,559	15,142 (↑)	15,252 (↑)
Total Unique In-Store Sales	11,744	14,267 (↑)	14,396 (↑)
Total Unique Delivery Sales	815	875 (↑)	856 (↓)
Average Sale	\$113	\$107 (↓)	\$106 (↓)
In-Store Average Sale	\$108	\$102 (↓)	\$101 (↓)
Delivery Average Sale	\$188	\$178 (↓)	\$180 (↑)
In-Store Sales Total	\$1,263,745	\$1,458,167 (↑)	\$1,458,656 (↑)
Delivery Sales Total	\$153,391	\$156,166 (↑)	\$154,348 (↓)
Total Sales	\$1,417,136	\$1,614,333 (↑)	\$1,613,004 (↓)

Patients—Non-DC Residents	July	August	September
Total Unique Patients	4,246	3,989 (↓)	3,919 (↓)
Total Unique Sales	8,557	8,177 (↓)	7,953 (↓)
Total Unique In-Store Sales	8,555	8,174 (↓)	7,950 (↓)
Total Unique Delivery Sales	2	3 (↑)	3 (-)
Average Sale	\$177	\$168 (↓)	\$167 (↓)
In-Store Sale Average	\$177	\$168 (↓)	\$167 (↓)
Delivery Sale Average	\$151	\$114 (↓)	\$82 (↓)
In-Store Sales Total	\$1,512,227	\$1,371,184 (↓)	\$1,330,111 (↓)
Delivery Sales Total	\$302	\$343 (↑)	\$246 (↓)
Total Sales	\$1,512,529	\$1,371,527 (↓)	\$1,330,357 (↓)

Top 5 Residencies -

Unique patients per state	July	August	September
1. VA (1,634)	VA (1,554)	(↓)	MD (1,473) (↓)
2. MD (1,559)	MD (1,475)	(↓)	VA (1,471) (↓)
3. FL (233)	FL (218)	(↓)	FL (213) (↓)
4. PA (162)	PA (175)	(↑)	PA (170) (↓)
5. NJ (110)	NJ (83)	(↓)	WV (71) (-)

Monthly Sales	July	August	September
Dispensaries	\$2,929,665	\$2,985,860 (↑)	\$2,943,361 (↓)
Cultivation Centers	\$1,643,132	\$1,827,754 (↑)	\$1,540,015 (↓)
Total	\$4,572,797	\$4,813,614 (↑)	\$4,483,376 (↓)

Month-to-Month Comparison	September 2021	September 2022
Dispensaries	\$2,509,175	\$2,943,361 (↑)
Cultivation Centers	\$1,639,406	\$1,540,015 (↓)
Total	\$4,148,581	\$4,483,376 (↑)

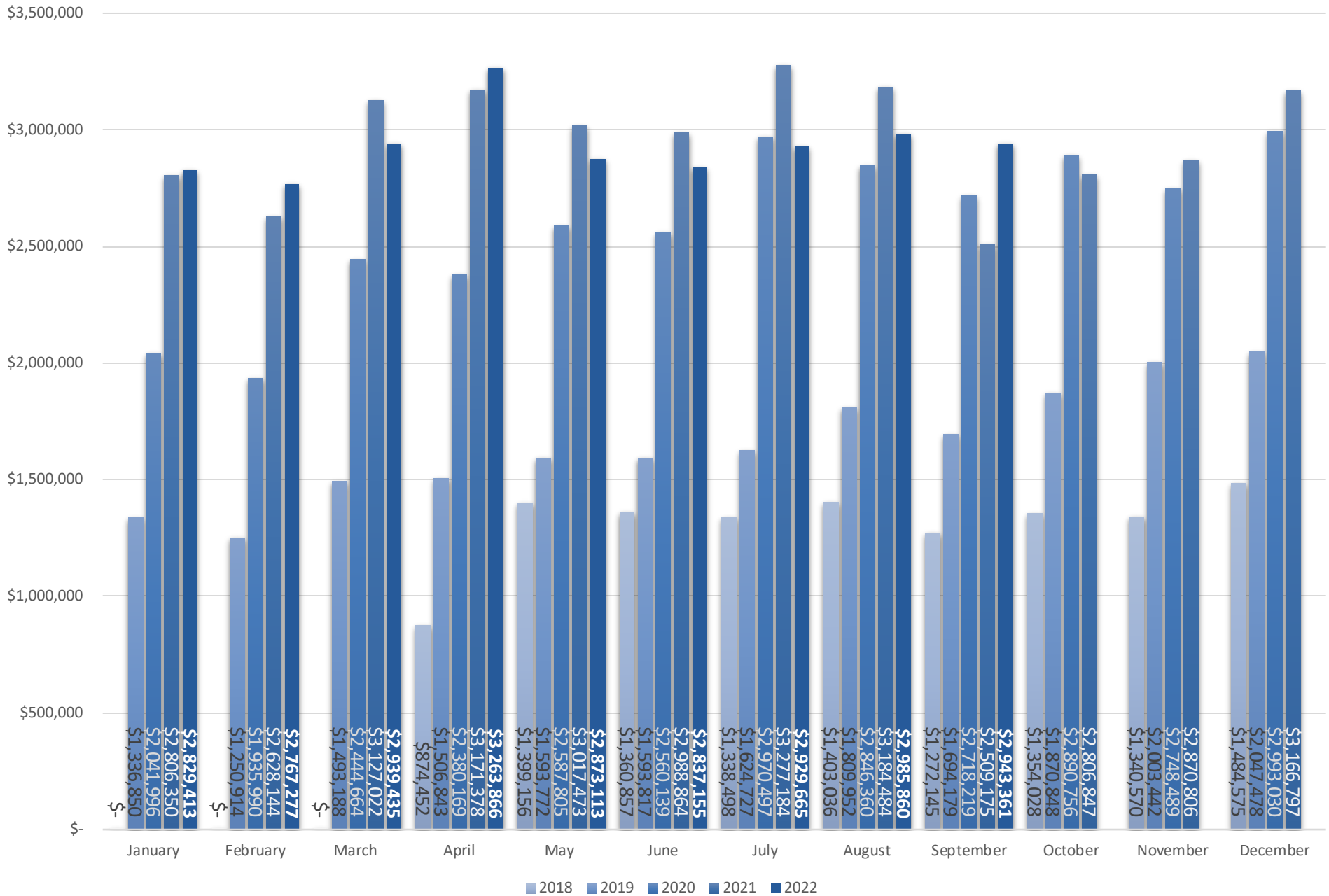
Quarterly Sales	Q1 2022	Q2 2022	Q3 2022	Q4 2022
Dispensaries	\$8,844,449	\$8,536,124 (↓)	\$8,974,134 (↑)	\$8,858,886 (↓)
Cultivation Centers	\$5,131,162	\$5,112,891 (↓)	\$5,087,457 (↓)	\$5,010,901 (↓)
Total	\$13,975,611	\$13,649,015 (↓)	\$14,061,591 (↑)	\$13,869,787 (↓)

Quarter-to-Quarter Comparison	Q4 2021	Q4 2022
Dispensaries	\$8,970,844	\$8,858,886 (↓)
Cultivation Centers	\$5,364,754	\$5,010,901 (↓)
Total	\$14,335,597	\$13,869,787 (↓)

Product Sales by Type	July		August		September	
	Total Sold	Value	Total Sold	Value	Total Sold	Value
Concentrate	525g	\$21,091	309g (↓)	\$13,193 (↓)	299g (↓)	\$21,961 (↑)
Flower/Bud	401lbs	\$1,903,654	419lbs (↑)	\$1,947,599 (↑)	412lbs (↓)	\$1,929,971 (↓)
Infused Edible (each)	7,660	\$164,910	8,463 (↑)	\$177,302 (↑)	8,556 (↑)	\$177,684 (↑)
Infused Concentrate (each)	15,043	\$691,873	14,901 (↓)	\$688,196 (↓)	14,207 (↓)	\$662,733 (↓)
Infused Topical (each)	647	\$22,612	698 (↑)	\$27,385 (↑)	605 (↓)	\$24,838 (↓)
Kief	341g	\$12,765	386g (↑)	\$14,974 (↑)	357g (↓)	\$13,695 (↓)
Shake/Trim	40lbs	\$112,760	43lbs (↑)	\$117,211 (↑)	43lbs (-)	\$112,430 (↓)

Enforcement	July	August	September
Violations Observed	0	7 (↑)	1 (↓)
Patient Oversells	0	0 (-)	0 (-)
Scheduled Inspections	4	20 (↑)	17 (↓)
Cannabis Waste Destroyed	9,240lbs	1,900lbs (↓)	6,640lbs (↑)
New Product Requests	0	29 (↑)	7 (↓)

Dispensary Sales Month-to-Month Comparison



Cultivation Center Sales Month-to-Month Comparison

