

## MEDICAL CANNABIS PROGRAM REPORT | FEBRUARY 2024

<b>Program Participation</b>	December	January		February	
Total Unique Patients	25,027	25,191	(↑)	25,228	(↑)
Total Unique Caregivers	63	66	(↑)	68	(↑)
Total Unique Healthcare Providers	655	657	(↑)	657	(-)
Total Unique Patients Served by a Registered Dispensary	11,525	9,951	(↓)	9,417	(↓)

<b>Upcoming Patient Expirations</b>	March	April	May
	586	643	621

<b>Patients—DC Residents</b>	December	January		February	
Total Unique Patients	6,768	6,079	(↓)	5,731	(↓)
Total Unique Sales	18,066	15,721	(↓)	14,698	(↓)
Total Unique In-Store Sales	16,876	14,414	(↓)	13,554	(↓)
Total Unique Delivery Sales	1,190	1,307	(↑)	1,144	(↓)
Average Sale	\$91	\$92	(↑)	\$94	(↑)
In-Store Average Sale	\$86	\$87	(↑)	\$88	(↑)
Delivery Average Sale	\$158	\$152	(↓)	\$158	(↑)
In-Store Sales Total	\$1,448,963	\$1,247,683	(↓)	\$1,196,954	(↓)
Delivery Sales Total	\$187,678	\$198,317	(↑)	\$180,355	(↓)
Total Sales	\$1,636,641	\$1,446,000	(↓)	\$1,377,308	(↓)

<b>Non-DC Resident Patients — Reciprocity</b>	December	January		February	
Total Unique Patients	2,603	2,098	(↓)	2,024	(↓)
Total Unique Sales	5,618	4,508	(↓)	4,377	(↓)
Total Unique In-Store Sales	5,571	4,470	(↓)	4,335	(↓)
Total Unique Delivery Sales	47	38	(↓)	42	(↑)
Average Sale	\$155	\$152	(↓)	\$156	(↑)
In-Store Sale Average	\$155	\$151	(↓)	\$156	(↑)
Delivery Sale Average	\$151	\$183	(↑)	\$160	(↓)
In-Store Sales Total	\$866,146	\$676,609	(↓)	\$676,789	(↑)
Delivery Sales Total	\$7,102	\$6,968	(↓)	\$6,703	(↓)
Total Sales	\$873,248	\$683,578	(↓)	\$683,492	(↓)

**Top 5 Residencies -**

Unique patients per state	December	January	February
1.	MD (1,207)	MD (1,010)	MD (985)
2.	VA (1,037)	VA (872)	VA (811)
3.	FL (69)	FL (51)	FL (42)
4.	PA (65)	PA (40)	PA (39)
5.	NJ (48)	NJ (37)	NJ (32)

**Non-DC Resident Patients —  
Self-Certified Temporary**

	December	January	February
Registered Patients Per Month	1,899	1,542 (↓)	1,415 (↓)
Total Registered Patients	23,600	25,142 (↑)	26,557 (↑)
Total Unique Patients who Purchased	2,154	1,774 (↓)	1,662 (↓)
Total Unique Sales	3,594	3,021 (↓)	2,890 (↓)
Total Unique In-Store Sales	3,553	2,974 (↓)	2,851 (↓)
Total Unique Delivery Sales	41	47 (↑)	39 (↓)
Average Sale	\$152	\$154 (↑)	\$155 (↑)
In-Store Sale Average	\$152	\$154 (↑)	\$155 (↑)
Delivery Sale Average	\$199	\$195 (↓)	\$206 (↑)
In-Store Sales Total	\$538,700	\$457,590 (↓)	\$440,811 (↓)
Delivery Sales Total	\$8,171	\$9,144 (↑)	\$8,031 (↓)
Total Sales	\$546,871	\$466,734 (↓)	\$448,842 (↓)

**Top 5 Residencies -**

Temporary Registrations per state	December	January	February
1.	VA (604)	VA (527)	VA (511)
2.	MD (603)	MD (481)	MD (395)
3.	NC (194)	NC (123)	NC (149)
4.	GA (71)	GA (39)	GA (34)
5.	FL (48)	FL (39)	FL (28)

**Monthly Sales**

	December	January	February
Dispensaries	\$3,056,761	\$2,596,311 (↓)	\$2,509,642 (↓)
Cultivation Centers	\$1,165,593	\$921,144 (↓)	\$1,109,859 (↑)
Manufacturer	\$551,444	\$485,038 (↓)	\$509,929 (↑)
Total	\$4,773,798	\$4,002,493 (↓)	\$4,129,430 (↑)

**Month-to-Month Comparison**

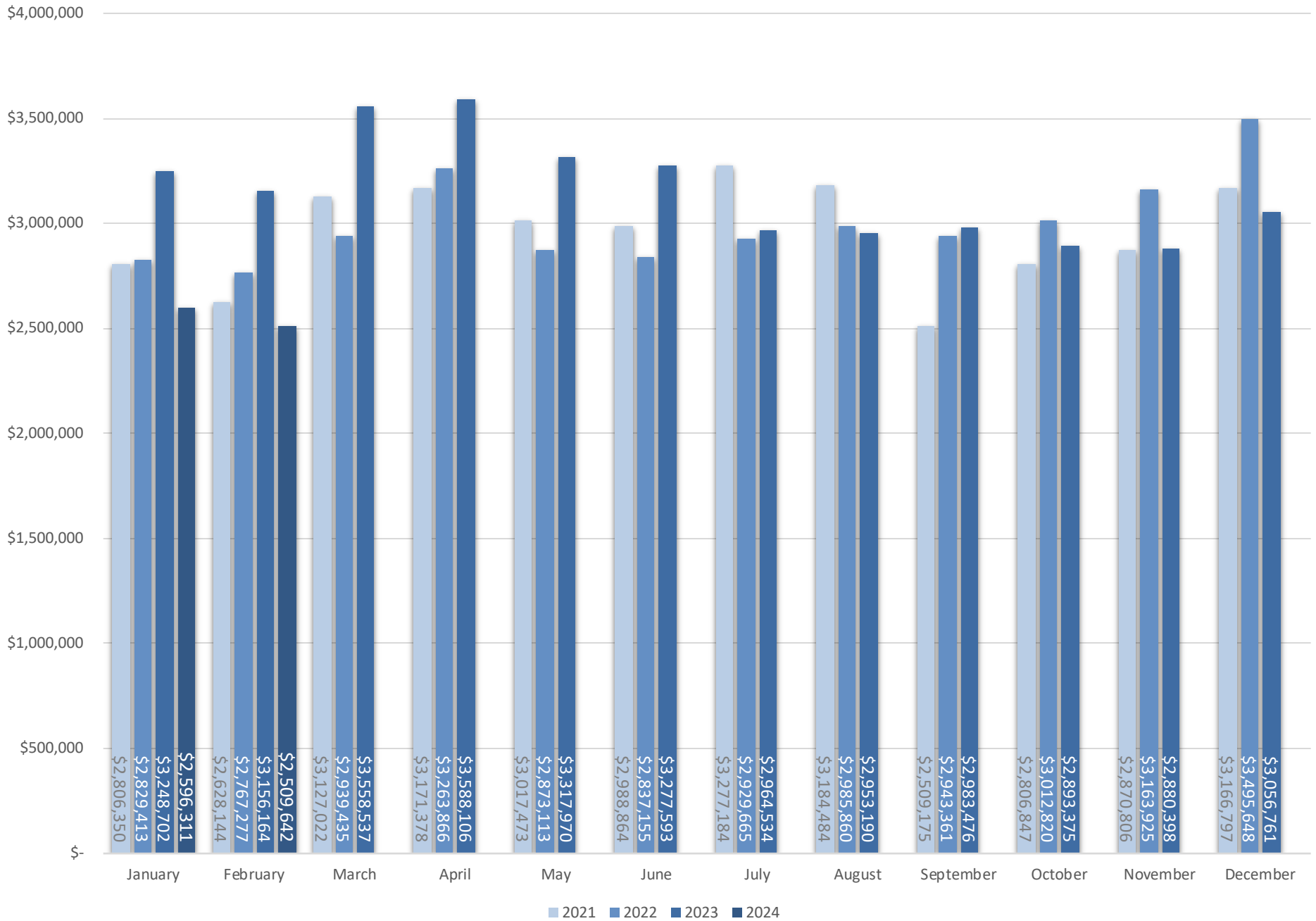
	February 2023	February 2024
Dispensaries	\$3,156,164	\$2,509,642 (↓)
Cultivation Centers	\$1,618,918	\$1,109,859 (↓)
Manufacturer	-	\$509,929 (-)
Total	\$4,775,082	\$4,129,430 (↓)

\*Manufacturing licenses were activated in October 2023. Previously, all sales by cannabis producers were captured under the Cultivation Center license.

Product Sales by Type	December		January		February	
	Total Sold	Value	Total Sold	Value	Total Sold	Value
Concentrate	544g	\$41,579	733g (↑)	\$52,905 (↑)	616g (↓)	\$45,244 (↓)
Flower/Bud	481lbs	\$1,984,229	370lbs (↓)	\$1,634,083 (↓)	346lbs (↓)	\$1,573,876 (↓)
Infused Concentrate (each)	14,715	\$511,489	10,252 (↓)	\$376,791 (↓)	8,811 (↓)	\$339,093 (↓)
Infused Edible (each)	7,702	\$195,911	5,706 (↓)	\$160,463 (↓)	5,569 (↓)	\$155,747 (↓)
Infused Pre-Roll	0.5lbs	\$5,942	0.75lbs (↑)	\$8,264 (↑)	1.3lbs (↑)	\$13,234 (↑)
Infused Topical (each)	689	\$22,801	540 (↓)	\$16,605 (↓)	367 (↓)	\$13,232 (↓)
Kief	245g	\$9,258	189g (↓)	\$7,917 (↓)	245g (↑)	\$10,274 (↑)
Pill/Capsule/Suppository (each)	594	\$28,622	920 (↑)	\$39,192 (↑)	906 (↓)	\$40,785 (↑)
Raw Pre-Roll	14lbs	\$67,792	18lbs (↑)	\$77,262 (↑)	20lbs (↑)	\$82,680 (↑)
Shake/Trim	73lbs	\$155,164	64lbs (↓)	\$150,129 (↓)	66lbs (↑)	\$155,083 (↑)
Tincture (each)	127	\$10,356	151 (↑)	\$12,836 (↑)	362 (↑)	\$17,573 (↑)
Vape Cartridge (each)	482	\$23,618	1,181 (↑)	\$59,864 (↑)	1,297 (↑)	\$62,821 (↑)

Enforcement	December	January	February
Violations Observed	0	0 (-)	0 (-)
Scheduled Inspections	6	2 (↓)	2 (-)
Cannabis Waste Destroyed	2,200lbs	1,780lbs (↓)	2,820lbs (↑)

## Dispensary Sales Month-to-Month Comparison



### Cultivation Center/Manufacturer Sales Month-to-Month Comparison

