

MEDICAL CANNABIS PROGRAM REPORT | JANUARY 2024

| Program Participation | November | December | | January | |
|---|----------|----------|-----|---------|-----|
| Total Unique Patients | 24,819 | 25,027 | (↑) | 25,191 | (↑) |
| Total Unique Caregivers | 63 | 63 | (-) | 66 | (↑) |
| Total Unique Healthcare Providers | 654 | 655 | (↑) | 657 | (↑) |
| Total Unique Patients Served by a Registered Dispensary | 11,092 | 11,525 | (↑) | 9,951 | (↓) |

| Upcoming Patient Expirations | February | March | April |
|-------------------------------------|----------|-------|-------|
| | 637 | 618 | 644 |

| Patients—DC Residents | November | December | | January | |
|------------------------------|-------------|-------------|-----|-------------|-----|
| Total Unique Patients | 6,478 | 6,768 | (↑) | 6,079 | (↓) |
| Total Unique Sales | 17,201 | 18,066 | (↑) | 15,721 | (↓) |
| Total Unique In-Store Sales | 16,061 | 16,876 | (↑) | 14,414 | (↓) |
| Total Unique Delivery Sales | 1,140 | 1,190 | (↑) | 1,307 | (↑) |
| Average Sale | \$89 | \$91 | (↑) | \$92 | (↑) |
| In-Store Average Sale | \$84 | \$86 | (↑) | \$87 | (↑) |
| Delivery Average Sale | \$157 | \$158 | (↑) | \$152 | (↓) |
| In-Store Sales Total | \$1,344,139 | \$1,448,963 | (↑) | \$1,247,683 | (↓) |
| Delivery Sales Total | \$178,814 | \$187,678 | (↑) | \$198,317 | (↑) |
| Total Sales | \$1,522,954 | \$1,636,641 | (↑) | \$1,446,000 | (↓) |

| Non-DC Resident Patients — Reciprocity | November | December | | January | |
|---|-----------|-----------|-----|-----------|-----|
| Total Unique Patients | 2,601 | 2,603 | (↑) | 2,098 | (↓) |
| Total Unique Sales | 5,567 | 5,618 | (↑) | 4,508 | (↓) |
| Total Unique In-Store Sales | 5,523 | 5,571 | (↑) | 4,470 | (↓) |
| Total Unique Delivery Sales | 44 | 47 | (↑) | 38 | (↓) |
| Average Sale | \$149 | \$155 | (↑) | \$152 | (↓) |
| In-Store Sale Average | \$149 | \$155 | (↑) | \$151 | (↓) |
| Delivery Sale Average | \$147 | \$151 | (↑) | \$183 | (↑) |
| In-Store Sales Total | \$821,942 | \$866,146 | (↑) | \$676,609 | (↓) |
| Delivery Sales Total | \$6,475 | \$7,102 | (↑) | \$6,968 | (↓) |
| Total Sales | \$828,417 | \$873,248 | (↑) | \$683,578 | (↓) |

Top 5 Residencies -

| Unique patients per state | November | December | January |
|---------------------------|------------|------------|------------|
| 1. | MD (1,227) | MD (1,207) | MD (1,010) |
| 2. | VA (1,012) | VA (1,037) | VA (872) |
| 3. | FL (78) | FL (69) | FL (51) |
| 4. | PA (65) | PA (65) | PA (40) |
| 5. | NJ (45) | NJ (48) | NJ (37) |

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

| | November | December | | January | |
|-------------------------------------|-----------|-----------|-----|-----------|-----|
| Registered Patients Per Month | 1,817 | 1,899 | (↑) | 1,542 | (↓) |
| Total Registered Patients | 21,711 | 23,600 | (↑) | 25,142 | (↑) |
| Total Unique Patients who Purchased | 2,013 | 2,154 | (↑) | 1,774 | (↓) |
| Total Unique Sales | 3,418 | 3,594 | (↑) | 3,021 | (↓) |
| Total Unique In-Store Sales | 3,364 | 3,553 | (↑) | 2,974 | (↓) |
| Total Unique Delivery Sales | 54 | 41 | (↓) | 47 | (↑) |
| Average Sale | \$155 | \$152 | (↓) | \$154 | (↑) |
| In-Store Sale Average | \$154 | \$152 | (↓) | \$154 | (↑) |
| Delivery Sale Average | \$180 | \$199 | (↑) | \$195 | (↓) |
| In-Store Sales Total | \$519,286 | \$538,700 | (↑) | \$457,590 | (↓) |
| Delivery Sales Total | \$9,741 | \$8,171 | (↓) | \$9,144 | (↑) |
| Total Sales | \$529,027 | \$546,871 | (↑) | \$466,734 | (↓) |

Top 5 Residencies -

| Temporary Registrations per state | November | December | January |
|-----------------------------------|----------|----------|----------|
| 1. | VA (568) | VA (604) | VA (527) |
| 2. | MD (520) | MD (603) | MD (481) |
| 3. | NC (196) | NC (194) | NC (123) |
| 4. | FL (52) | GA (71) | GA (39) |
| 5. | GA (50) | FL (48) | FL (39) |

Monthly Sales

| | November | December | | January | |
|---------------------|-------------|-------------|-----|-------------|-----|
| Dispensaries | \$2,880,398 | \$3,056,761 | (↑) | \$2,596,311 | (↓) |
| Cultivation Centers | \$1,129,260 | \$1,165,593 | (↑) | \$921,144 | (↓) |
| Manufacturer | \$606,011 | \$551,444 | (↓) | \$485,038 | (↓) |
| Total | \$4,615,669 | \$4,773,798 | (↑) | \$4,002,493 | (↓) |

Month-to-Month Comparison

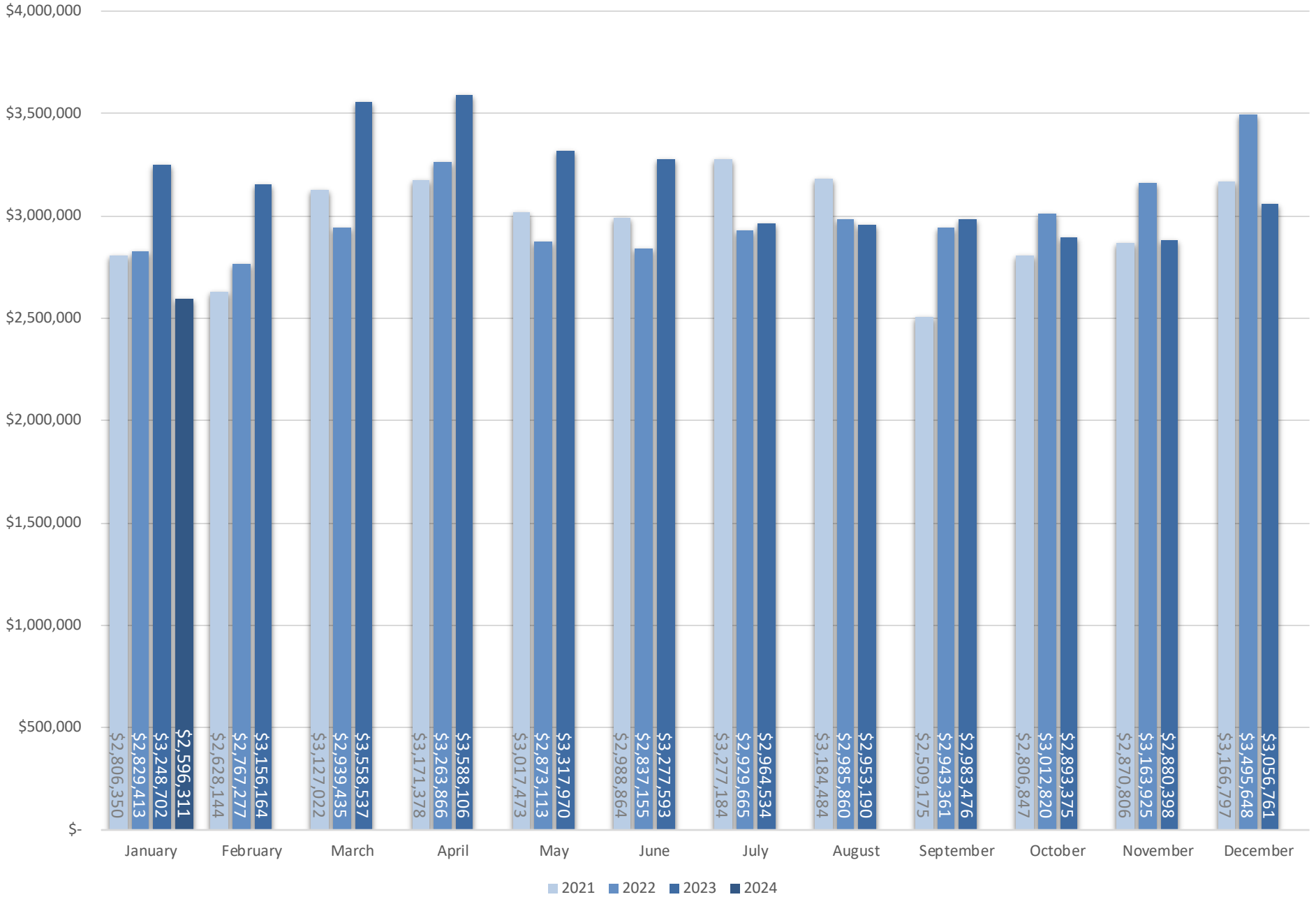
| | January 2023 | January 2024 | |
|---------------------|--------------|--------------|-----|
| Dispensaries | \$3,248,702 | \$2,596,311 | (↓) |
| Cultivation Centers | \$1,797,156 | \$921,144* | (↓) |
| Manufacturer | - | \$485,038 | (-) |
| Total | \$5,045,858 | \$4,002,493 | (↓) |

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

| Product Sales by Type | November | | December | | January | |
|---------------------------------|------------|-------------|------------|-----------------|-------------|-----------------|
| | Total Sold | Value | Total Sold | Value | Total Sold | Value |
| Concentrate | 482g | \$37,102 | 544g (↑) | \$41,579 (↑) | 733g (↑) | \$52,905 (↑) |
| Flower/Bud | 483lbs | \$1,911,125 | 481lbs (↓) | \$1,984,229 (↑) | 370lbs (↓) | \$1,634,083 (↓) |
| Infused Concentrate (each) | 15,573 | \$544,163 | 14,715 (↓) | \$511,489 (↓) | 10,252 (↓) | \$376,791 (↓) |
| Infused Edible (each) | 6,796 | \$185,672 | 7,702 (↑) | \$195,911 (↑) | 5,706 (↓) | \$160,463 (↓) |
| Infused Pre-Roll | - | - | 0.5lbs (↑) | \$5,942 (↑) | 0.75lbs (↑) | \$8,264 (↑) |
| Infused Topical (each) | 507 | \$18,112 | 689 (↑) | \$22,801 (↑) | 540 (↓) | \$16,605 (↓) |
| Kief | 363g | \$13,221 | 245g (↓) | \$9,258 (↓) | 189g (↓) | \$7,917 (↓) |
| Pill/Capsule/Suppository (each) | 71 | \$4,316 | 594 (↑) | \$28,622 (↑) | 920 (↑) | \$39,192 (↑) |
| Raw Pre-Roll | 3.6lbs | \$19,366 | 14lbs (↑) | \$67,792 (↑) | 18lbs (↑) | \$77,262 (↑) |
| Shake/Trim | 65lbs | \$144,684 | 73lbs (↑) | \$155,164 (↑) | 64lbs (↓) | \$150,129 (↓) |
| Tincture (each) | 23 | \$972 | 127 (↑) | \$10,356 (↑) | 151 (↑) | \$12,836 (↑) |
| Vape Cartridge (each) | 31 | \$1,665 | 482 (↑) | \$23,618 (↑) | 1,181 (↑) | \$59,864 (↑) |

| Enforcement | November | December | January |
|--------------------------|----------|--------------|--------------|
| Violations Observed | 1 | 0 (↓) | 0 (-) |
| Scheduled Inspections | 6 | 6 (-) | 2 (↓) |
| Cannabis Waste Destroyed | 4,040lbs | 2,200lbs (↓) | 1,780lbs (↓) |

Dispensary Sales Month-to-Month Comparison



Cultivation Center/Manufacturer Sales Month-to-Month Comparison

