



MEDICAL CANNABIS PROGRAM FY21 METRICS

(October 1, 2020-September 30, 2021)

I. Retail Sales

a. Total Dispensary Sales

- i. FY21—\$35,343,351 ↑
- ii. FY20—\$28,407,606 (*Excludes two (2) months of sales for one (1) dispensary not logged in Metrc*)

II. Stakeholder Demographics

a. Total Unique Active Patient Count (Minors and Adults)— 11,716

b. Total Unique Active Lapsed/Set to Lapse Patients During Renewal Incentive Program Period

As of October 18, 2021	
March 1, 2020-September 1, 2021	6,216
September 2-September 30, 2021	359
October 1-October 31, 2021	245
November 1-November 30, 2021	128
December 1-December 31, 2021	113
January 1-January 31, 2022	53

c. Total Unique Non-Resident Patient Purchasers— 9,862

d. Top 10 Jurisdictions for Non-Resident Patient Purchasers

State	Unique Patients
Maryland	2,798
Virginia	2,699
Pennsylvania	1,059
Florida	806
New Jersey	491
New York	399
Massachusetts	204
Arizona	183
Delaware	165
Ohio	156

e. **Total Active Caregivers— 61**

f. **Total Active Practitioners—579**

Type	New in FY21	Total
Physicians	29	417
Physician Assistants	8	26
APRNS	20	114
Dentists	0	6
Naturopathic Physicians	1	16
Total	58	579

III. Products

a. **Cultivation Center Production**

Veg (Total Plants)		Flower (Total Plants)		Harvests	
2019	2020	2019	2020	2019	2020
36,591	↑ 48,468	29,805	↑ 42,325	29,408	↑ 36,698

b. **Dispensary Sales by Product Type**

	2019	2020
Infused-Cannabis Products (Edibles, Topicals, Concentrates)	216,768	↑ 295,421
Concentrates and Kief (lbs)	12.6	↑ 13.6
Flower/Buds (lbs)	3,099	↑ 3,742
Shake/Trim (lbs)	412.9	↑ 876.7