



## MEDICAL CANNABIS PROGRAM REPORT | DECEMBER 2021

Program Participation	October	November	December
Total Active Patients	11,856	12,041 (↑)	12,368* (↑)
Total Active Caregivers	55	55 (—)	55 (—)
Total Active Healthcare Providers	590	595 (↑)	602 (↑)
Total Unique Patients Served by a Registered Dispensary	7,261	7,986 (↑)	8,353 (↑)

\*Of the total active patient count, 6,238 registrations lapsed on or prior to December 31, 2021.

Upcoming Patient Expirations	January	February	March
	84	840	501

Patients—DC Residents	October	November	December
Individual Patients	3,413	3,722 (↑)	3,957 (↑)
Total Transactions	10,113	10,283 (↑)	11,492 (↑)
In-Store Transactions	9,523	9,646 (↑)	10,759 (↑)
Delivery Transactions	590	637 (↑)	733 (↑)
Average Transaction	\$125	\$133 (↑)	\$131 (↓)
In-Store Average	\$119	\$128 (↑)	\$126 (↓)
Delivery Average	\$209	\$219 (↑)	\$215 (↓)

In-Store Total	\$1,137,147	\$1,230,736 (↑)	\$1,351,359 (↑)
Delivery Total	\$123,201	\$139,627 (↑)	\$157,310 (↑)
Total Sales	\$1,260,349	\$1,370,363 (↑)	\$1,508,669 (↑)

Patients—Non-DC Residents	October	November	December
Individual Patients	4,468	4,264 (↓)	4,396 (↑)
Total Transactions	9,256	8,610 (↓)	9,279 (↑)
In-store Transactions	9,254	8,610 (↓)	9,276 (↑)
Delivery Transactions	2	- (↓)	3 (↑)
Average Transaction	\$167	\$174 (↑)	\$179 (↑)
In-Store Average	\$167	\$174 (↑)	\$179 (↑)
Delivery Average	\$195	- (↓)	\$150 (↑)

In-store Total	\$1,546,108	\$1,500,443 (↓)	\$1,657,678 (↑)
Delivery Total	\$390	- (↓)	\$450 (↑)
Total Sales	\$1,546,498	\$1,500,443 (↓)	\$1,658,128 (↑)

Top 5 Residencies	October	November	December
1. MD (1,697)	MD (1,672)	(↓)	MD (1,832) (↑)
2. VA (1,529)	VA (1,458)	(↓)	VA (1,510) (↑)
3. FL (239)	FL (241)	(↑)	FL (202) (↓)
4. PA (228)	PA (217)	(↓)	PA (184) (↓)
5. NJ (123)	NJ (119)	(↓)	NJ (117) (↓)

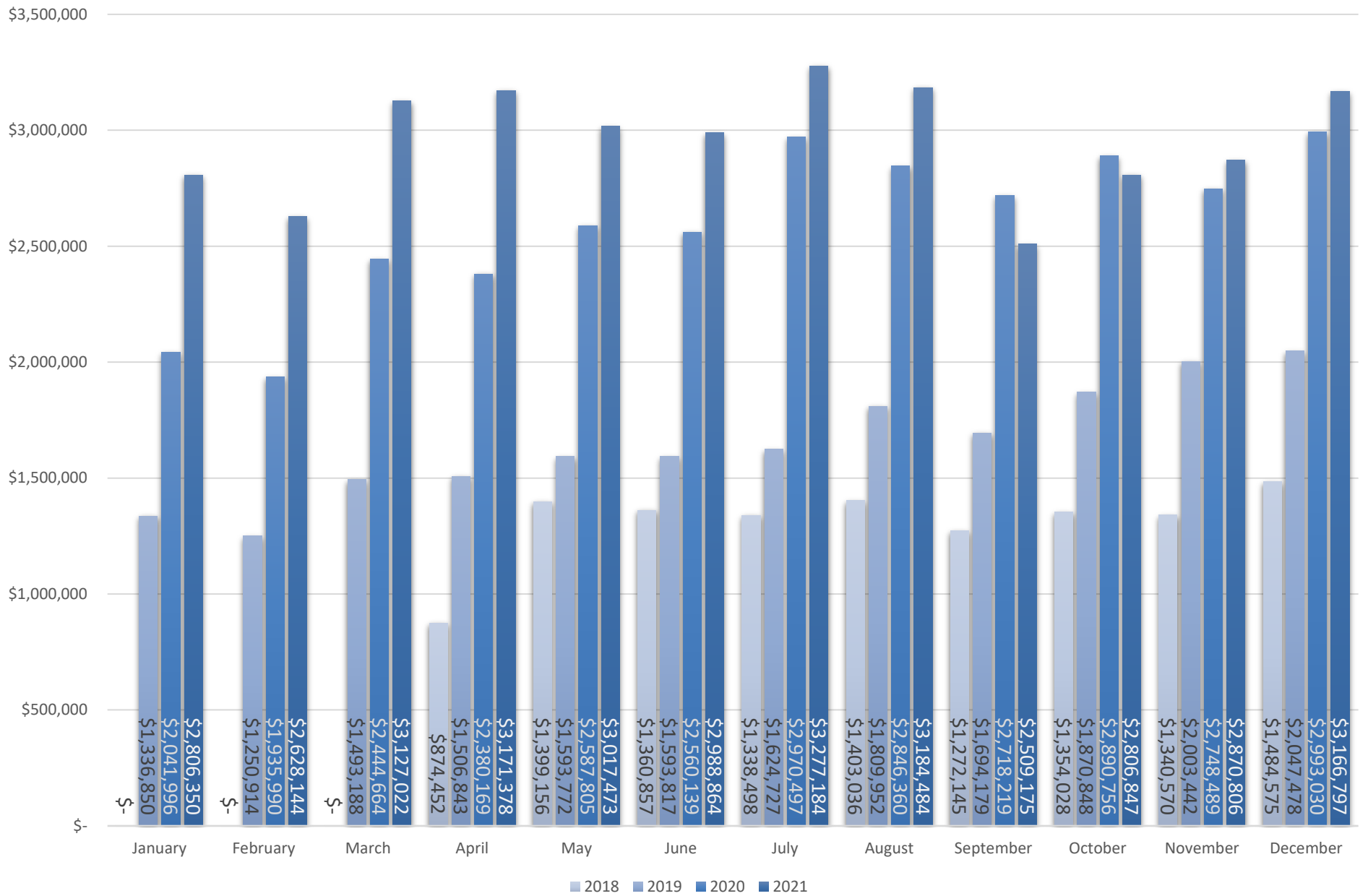
Monthly Sales	October	November	December
Dispensaries	\$2,806,847	\$2,870,806 (↑)	\$3,166,797 (↑)
Cultivation Centers	\$1,371,951	\$1,939,495 (↑)	\$1,787,488 (↓)
Total	\$4,178,798	\$4,810,301 (↑)	\$4,954,285 (↑)

Month-to-Month Comparison	December 2020	December 2021
Dispensaries	\$2,993,030	\$3,166,797 (↑)
Cultivation Centers	\$1,557,361	\$1,787,488 (↑)
Total	\$4,550,391	\$4,954,285 (↑)

Quarterly Comparison	FY21 Q2	FY21 Q3	FY21 Q4	FY21 Q1	FY22 Q1
Dispensaries	\$8,561,517	\$9,177,715	\$8,970,844	\$8,632,275	\$8,844,449 (↑)
Cultivation Centers	\$3,870,669	\$5,547,270	\$5,397,946	\$4,135,005	\$5,098,934 (↑)
Total	\$12,432,185	\$14,724,986	\$14,368,790	\$12,767,280	\$13,943,383 (↑)

Product Sales by Type	October		November		December	
	Total Sold	Value	Total Sold	Value	Total Sold	Value
Concentrate	72g	\$4,959	92g (↑)	\$6,757 (↑)	169g (↑)	\$13,475 (↑)
Flower/Bud	321lbs	\$1,757,302	348lbs (↑)	\$1,812,975 (↑)	403lbs (↑)	\$2,005,794 (↑)
Infused Edible (each)	7,376	\$163,961	7,339 (↓)	\$172,385 (↑)	8,877 (↑)	\$198,801 (↑)
Infused Concentrate (each)	14,205	\$677,579	15,556 (↑)	\$726,556 (↑)	16,417 (↑)	\$767,763 (↑)
Infused Topical (each)	826	\$29,136	728 (↓)	\$24,972 (↓)	856 (↑)	\$29,755 (↑)
Keif	256g	\$9,211	187g (↓)	\$6,978 (↓)	219g (↑)	\$8,033 (↑)
Shake/Trim	57lb	\$164,698	41lbs (↓)	\$120,183 (↓)	55lbs (↑)	\$143,175 (↑)

# Dispensary Sales Month to Month Comparison 2018-2021



# Cultivation Center Sales Month-to-Month Comparison 2018-2021

