



Medical Cannabidiol Program Updates

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What We Will Cover

- Administrative Rule Update (ARC 6159C)
- Rulemaking Agenda
- Year-Over-Year Data Review & Update

Administrative Rule Update (ARC 6159C)

- *Providing certifying practitioners the authority to request cancellation of a patient's medical cannabidiol registration card*
- *Striking the real-time requirement for transmission of manufacturing data to the Department to allow for the implementation of a simpler, more cost-effective solution;*
- *Allowing veterans to be eligible for the reduced application fee option when enrolling in the program when confirming documentation is provided.*
- Removing certain low-value waste tracking requirements because of unnecessary difficulties with tracking for licensees and enforcement for the Department;
- Clarifying registration card application language based on program evaluation;
- Formalizing administrative rule waivers that are currently in effect,
- These rules had their final date with the ARRC on July 19
- Rules became effective on July 20

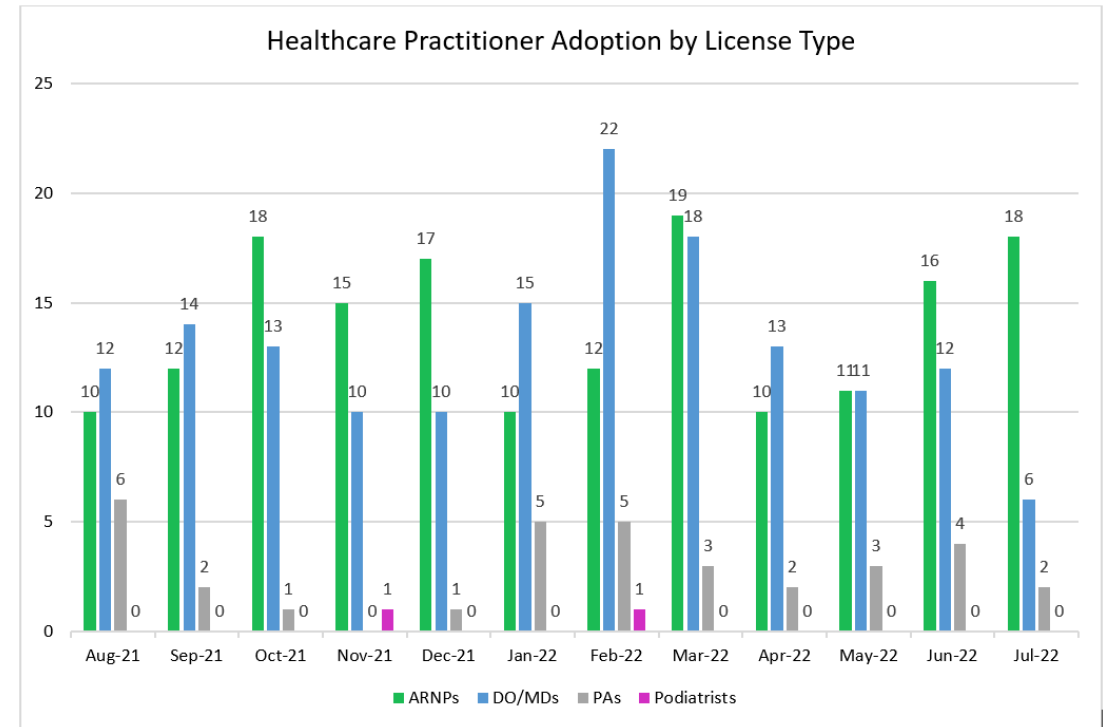
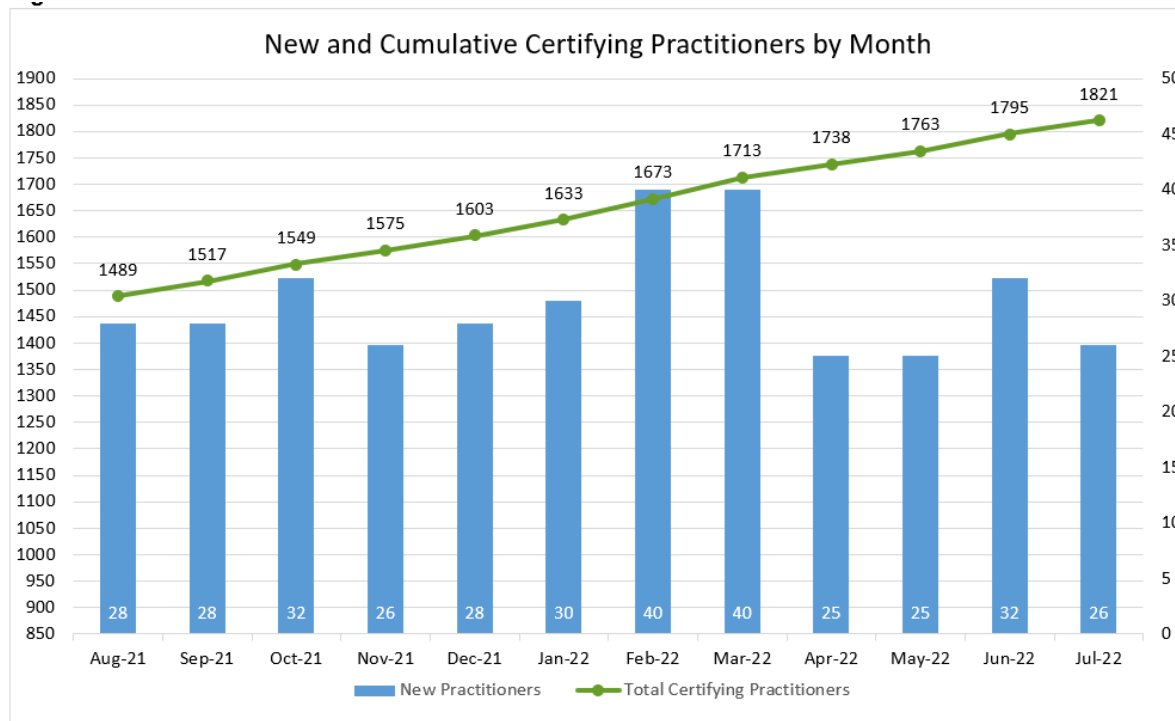
Rulemaking Update



Priorities:

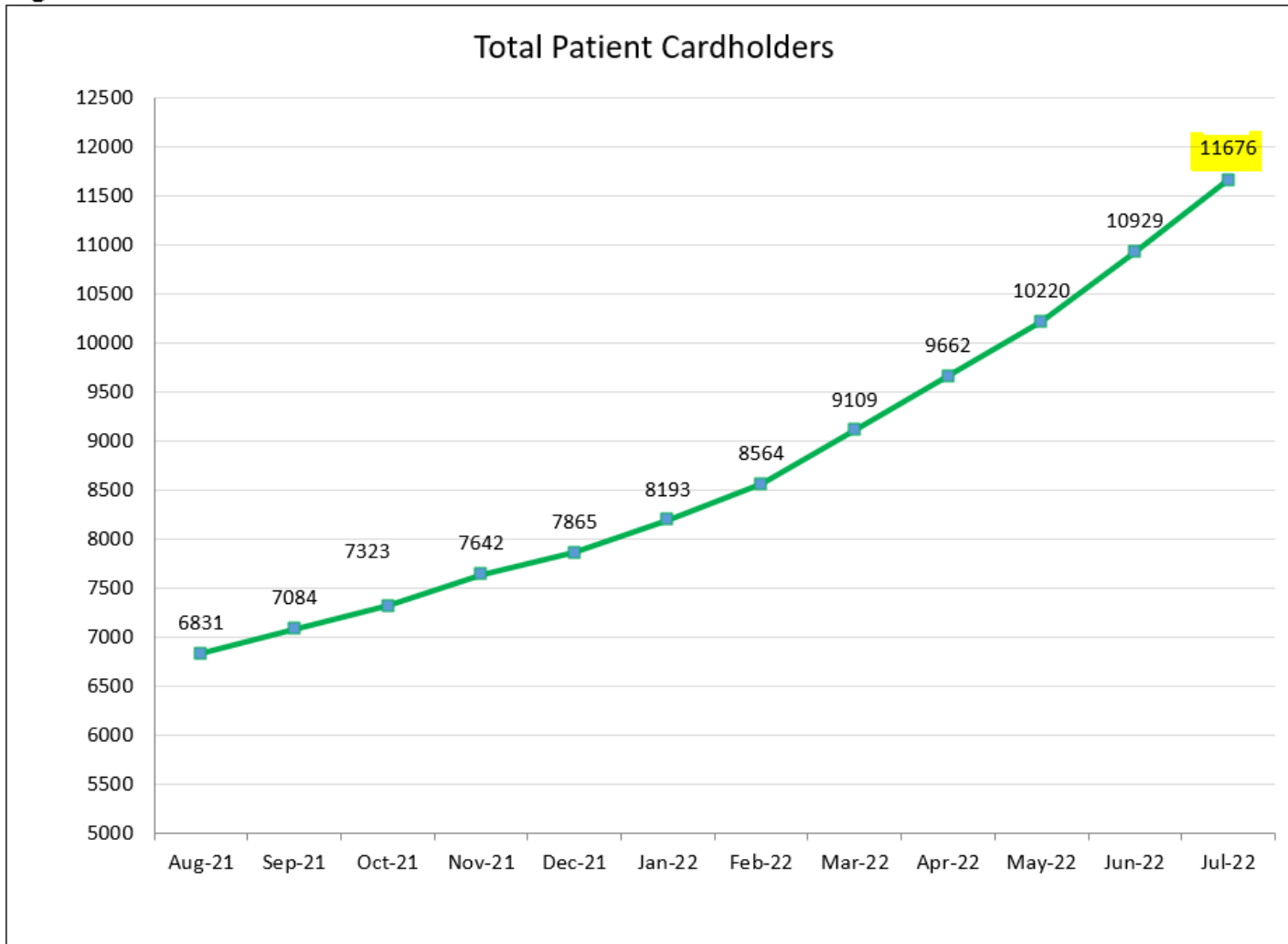
- Marketing and Advertising
 - Draft rules assembled, based on CT
 - Stakeholder meetings conducted with licensees
 - Fielding comments prior to noticing rules
- Updates and clarification to reflect simplification of MFG data requirements
- Others based on program evaluation

Data Review: Healthcare Practitioners



- **1,821 unique certifiers represents a 24.6% year-over-year increase**
- **An average of 30 new certifiers per month since July, 2021**

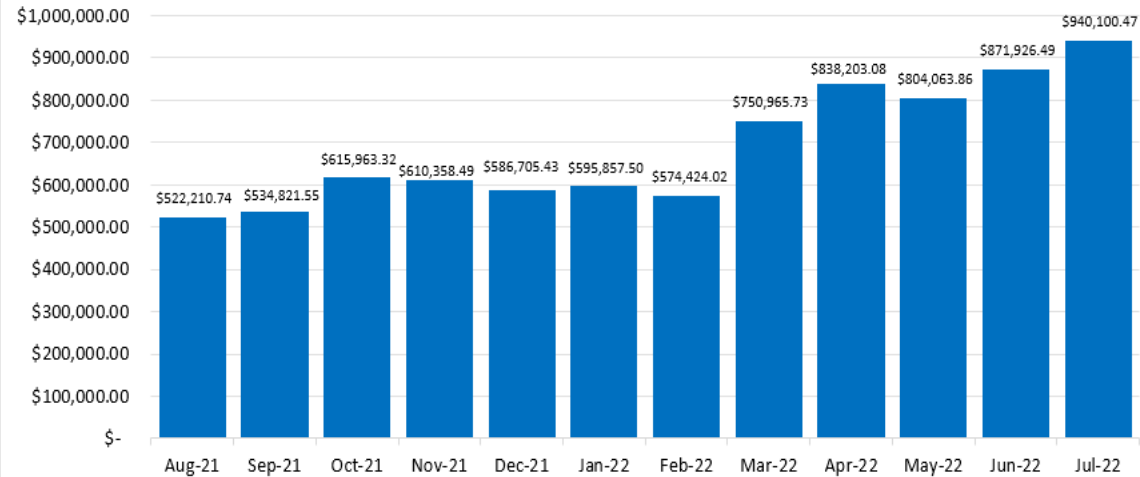
Data Review: Patient Adoption



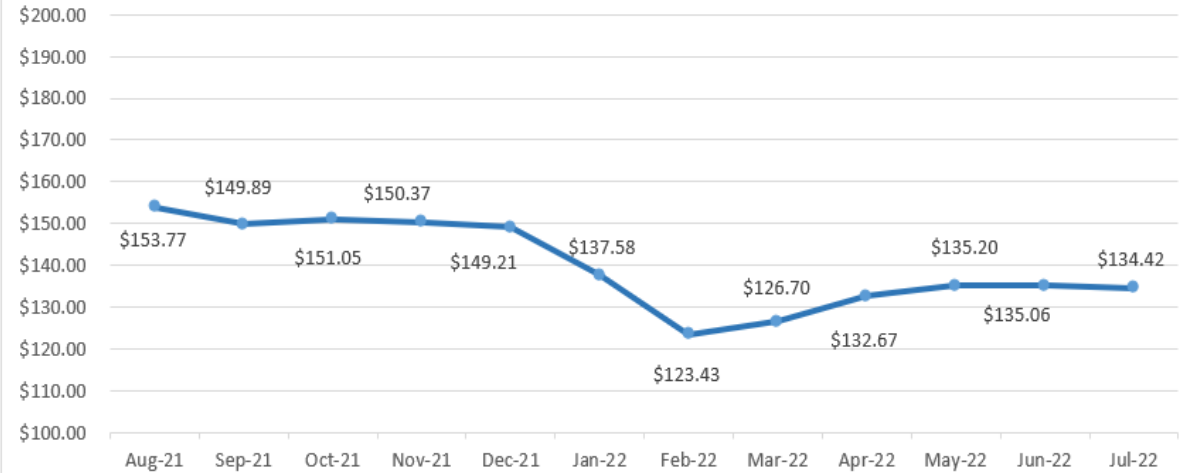
- **11,676 active patients represents a 78% increase year-over-year**
- **Program staff have processed an average of 975 new patient applications per month over the last year**
- **Automations have been implemented to account for volume, and movement to a digital registration card to reduce costs and improve efficiency**

Data Review: Dispensary Sales

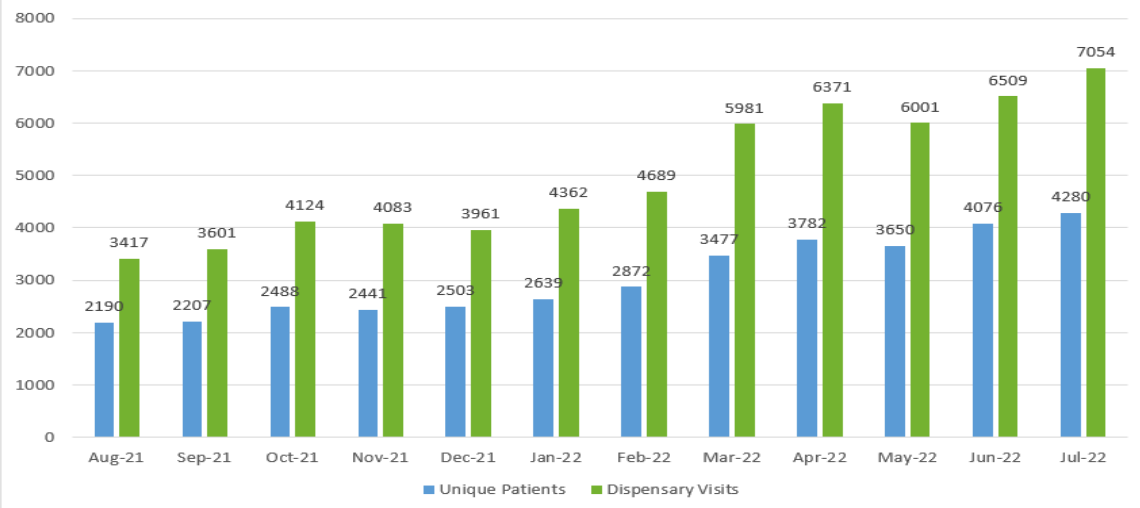
Dispensary Sales



Average Transaction Price



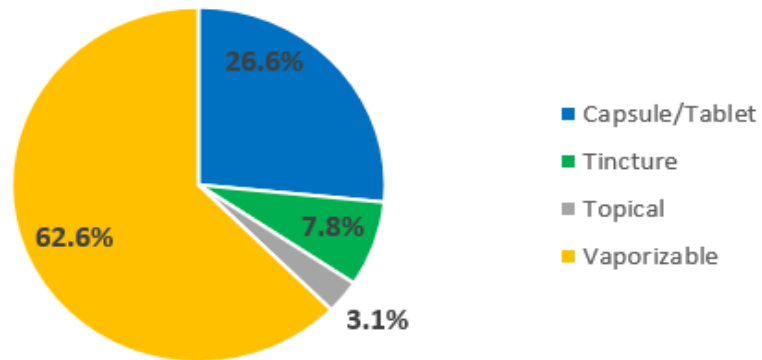
Dispensary Visits and Unique Patients by Month



- Cumulative July dispensary sales (\$940,100) represents a 77% increase in year-over-year monthly sales (\$531,673)
- 7,054 dispensary visits represents a 100% increase in year-over-year monthly visits

Data Review: Product Purchases

Sales by Product Type- Previous 12 Months

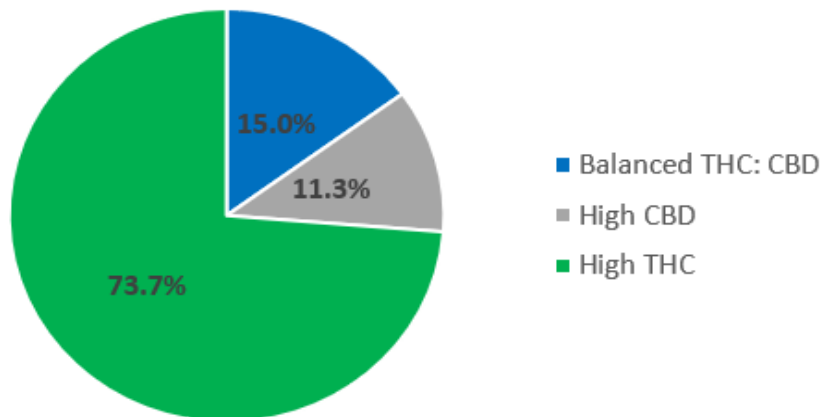


- Sales of vaporizable products have increased by 20.4% year-over-year (45.2% in July, 2021)
 - Introduction of additional vaporizable product forms

- Sales of high-THC formulations have increase 11.1% year-over-year (62% in July, 2021)

- Implications of OTC hemp-derived cannabinoid products

Sales by Formulation- Previous 12 Months





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the Health of Iowans

Thank You.

Questions?

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