

Medical Cannabidiol Program Update

February 10, 2023

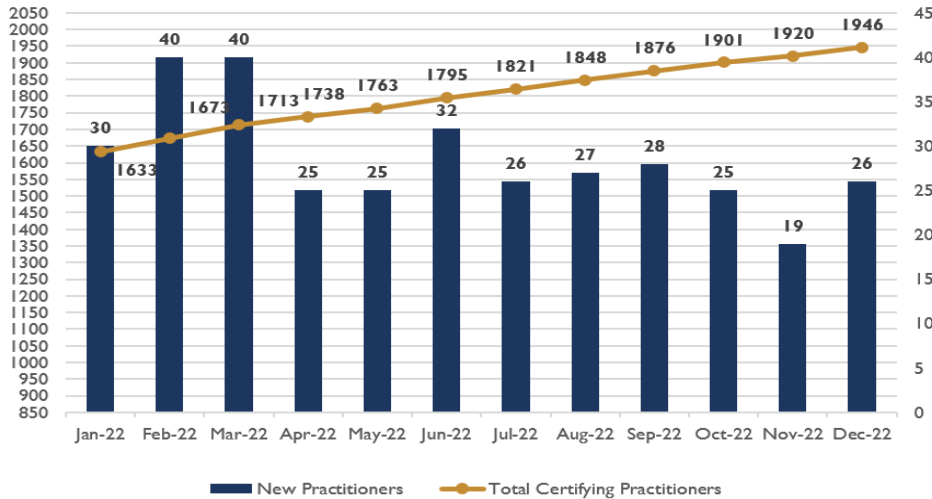
Owen Parker, MPH
Chief, Bureau of Medical Cannabidiol

What We'll Cover

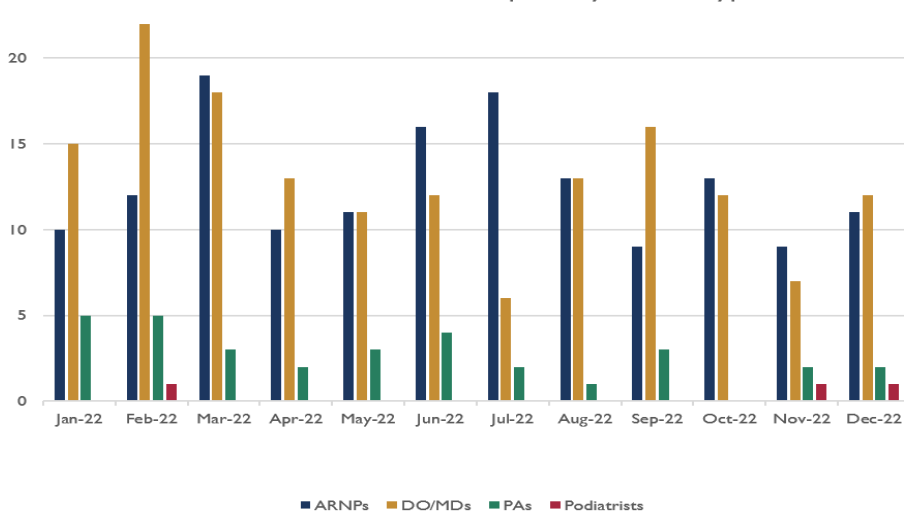
- Year-Over-Year Data Update
- Administrative Rule Update
 - Executive Order 10
 - Red Tape Review
- State Alignment, Consumable Hemp
- Legislative Update
 - SF69
 - SSBI 13

Data Update: Practitioners

New and Cumulative Certifying Practitioners by Month



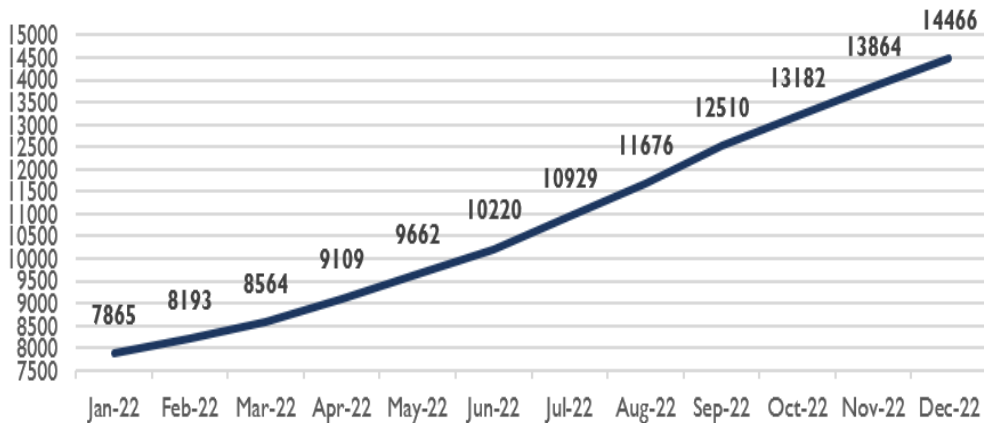
Healthcare Practitioner Adoption by License Type



- The total number of unique certifying providers increased by 313 in 2022, a 19.2% increase
- ARNPs made up the most of new-certifiers in 2022, followed by MD/DOs
- Certifications via telemedicine were 30% of Approved applications in 2022

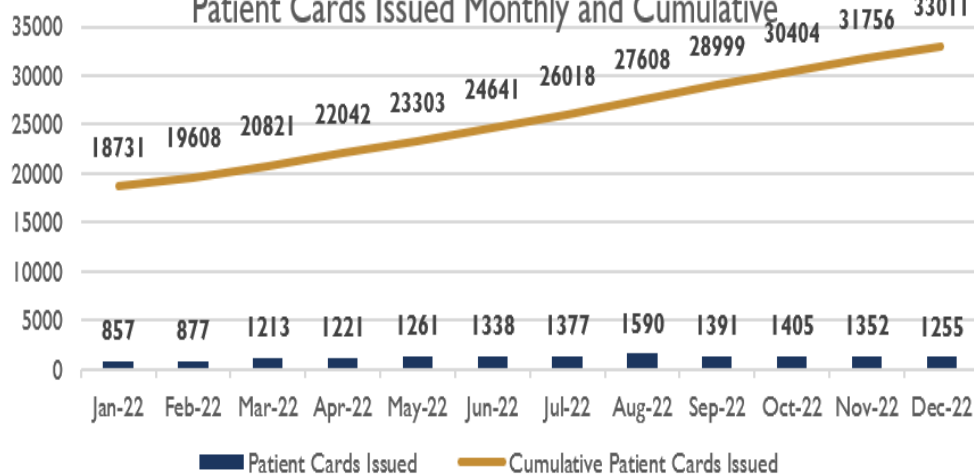
Data Update: Patients

Active Patient Cardholders - Previous 12 months



- The total number of active patients increase by 6,601 in 2022, an 83.9% increase.
- The BMC approved 15,137 patient applications in 2022, an average 1261 per month

Patient Cards Issued Monthly and Cumulative



Handling Patient Volume: Digital Registration Card



State of Iowa
Medical Cannabidiol Registration Card



Sample Person
DOB: XX/XX/XXXX
Gender:
Street
City, Zip

Patient
Registration Number: XXXXXXXX

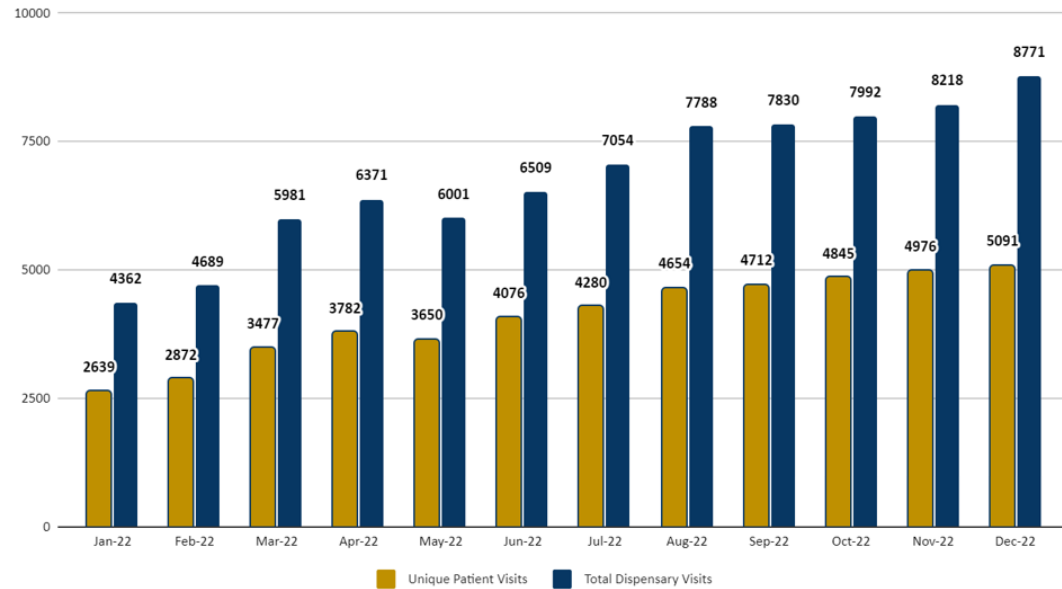
Issued: XX/XX/XXXX
Expires: XX/XX/XXXX



- Movement to a digital registration card in July, 2022 has allowed the BMC to absorb increases in volume, decreased processing time, and significantly reduce printing and postage costs
- The unique QR codes on each digital card also offers 24-hour verification for law enforcement

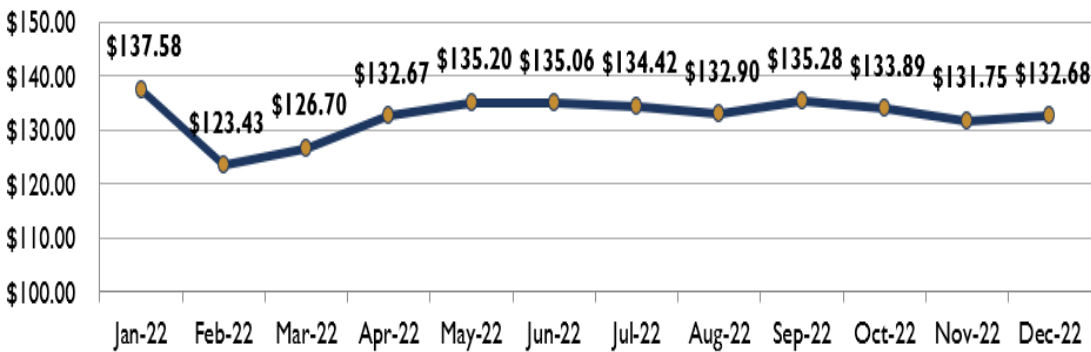
Data Update: Dispensary Visits

Dispensary Visits and Unique Patients by Month



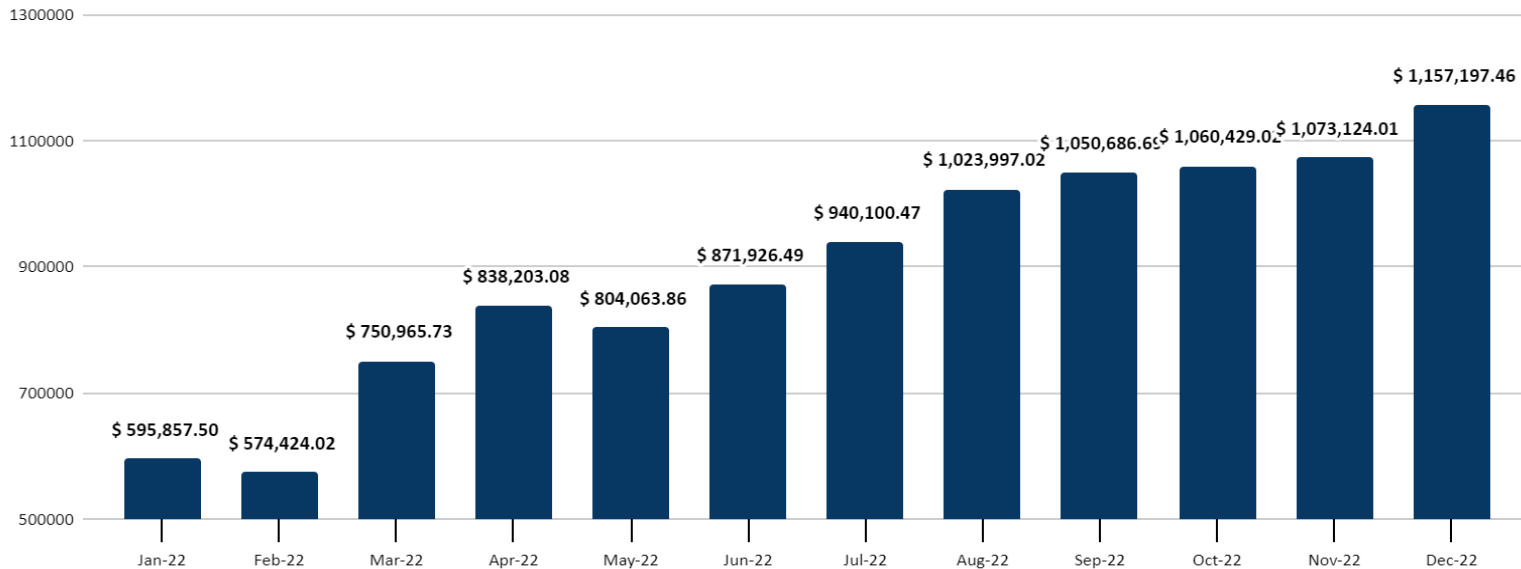
- Month-over-month dispensary visits in 2022 increased 100% over 2021
- The average transaction price across all transactions was \$131.88

Average Transaction Price



Data Update: Dispensary Sales

Dispensary Sales - Previous 12 Months



■ In calendar year 2022, the program saw \$10,740,975 in cumulative sales, a 73% increase over 2021

■ 2021 Sales = \$6,208,600

■ 2020 Sales = \$3,518,415

Executive Order 10, Red Tape Review

- The Board is aware of proposed amendments to licensee marketing and advertising activities
- On January 10, 2022, Governor Reynolds issued Executive Order 10, which impacts agencies ability to adopt or amend rules
 - Review of Statute and Administrative Rules
 - Red Tape Review
- The BMC will serve as a pilot for this review, and be towards the front of the line
 - Incorporation of drafted marketing and advertising rules

State Government Alignment, Consumable Hemp

- A bill has been introduced to merge IDPH and DHS as a broad alignment initiative by Governor Reynolds
- As part of this realignment and consolidation, DIA's consumable hemp program (Iowa Administrative Code 481, Chapter 32) will be joining IDHHS on July 1, 2023 should the bill pass, creating a centralized cannabis regulatory agency
- There is progressive overlap between the cannabis and cannabinoid-hemp industries. This will allow for consolidation of regulation and expertise around cannabis products in Iowa. This same strategy is being used in numerous other programs in the US.

2023 Legislative Update

■ **SF69 - Legal Task Force for Exemption**

- An Act requiring the creation of a medical cannabidiol legal task force for the protection of certain Federal funding
- Subcommittee scheduled for February 13
 - Sens. Zaun, Boulton, Boussetot

■ **SSB 113 - Dispensary Licensing, Vaporizable Flower**

- Raises dispensary licenses from 5-10
 - Existing licensees are eligible to apply for one license
 - New licenses cannot be in counties with existing dispensaries
 - Limited licensing criteria
- Allows for vaporizable flower
- Subcommittee not yet scheduled

Questions?