



Medical Cannabidiol Program Updates

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Program Manager
February 19, 2021

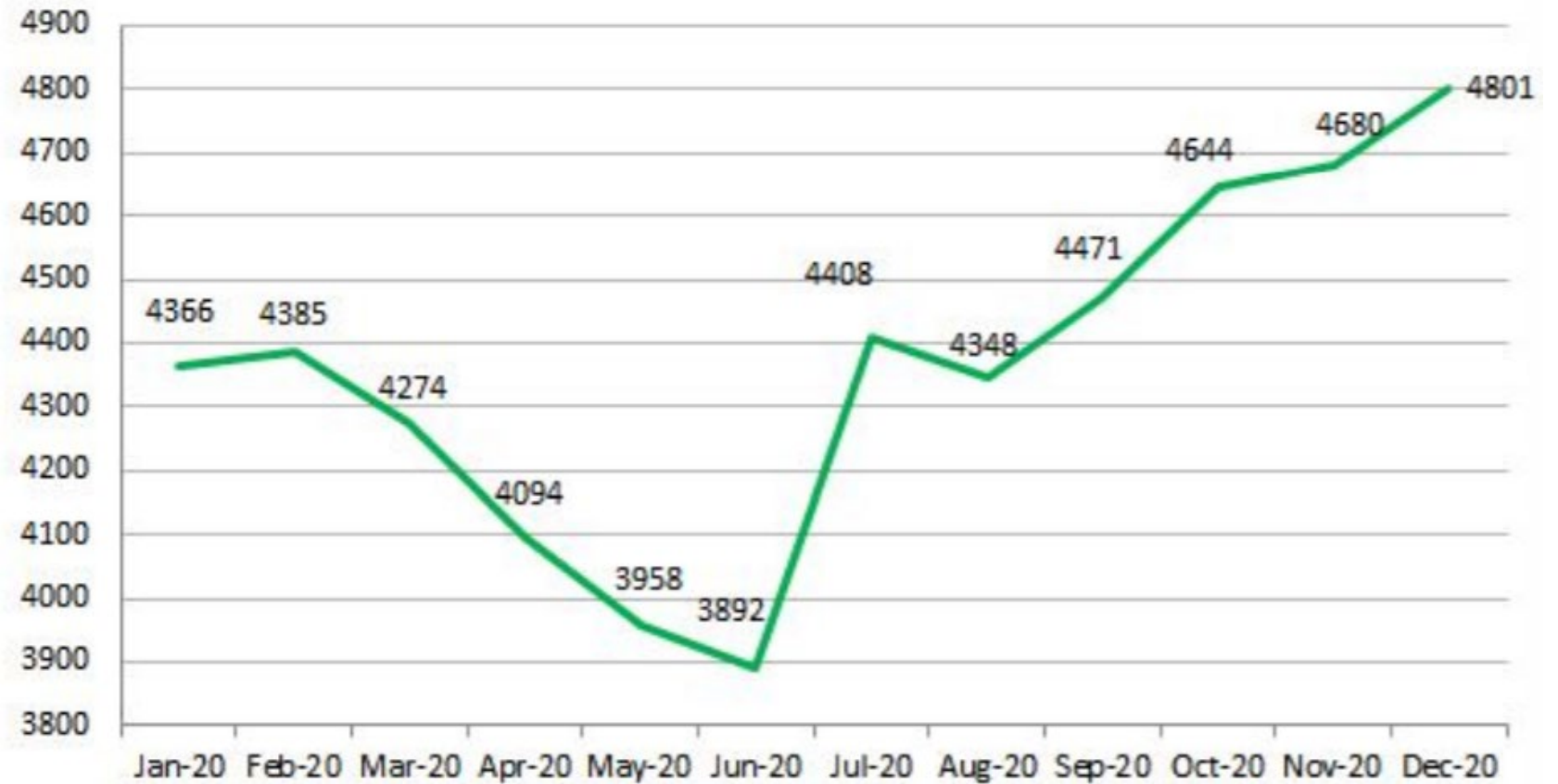
What We Will Cover

- 2020 Annual Report Data Review, year-over-year comparisons
- Provider Education Update
- Observational Study Update
- Manufacturing & Dispensary RFP Update

2020 Data Review: Patients & Caregivers

- Currently, the program has >5,000 active patients
- 10% growth since the beginning of 2020
- Average patient age is 53 years

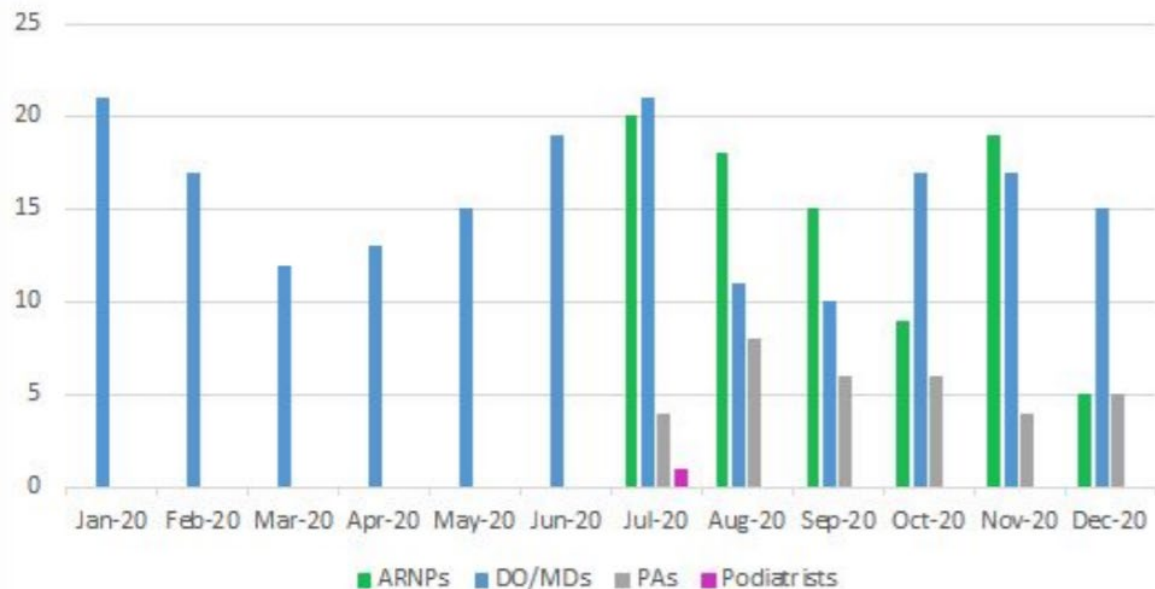
Total Patient Cardholders: 2020



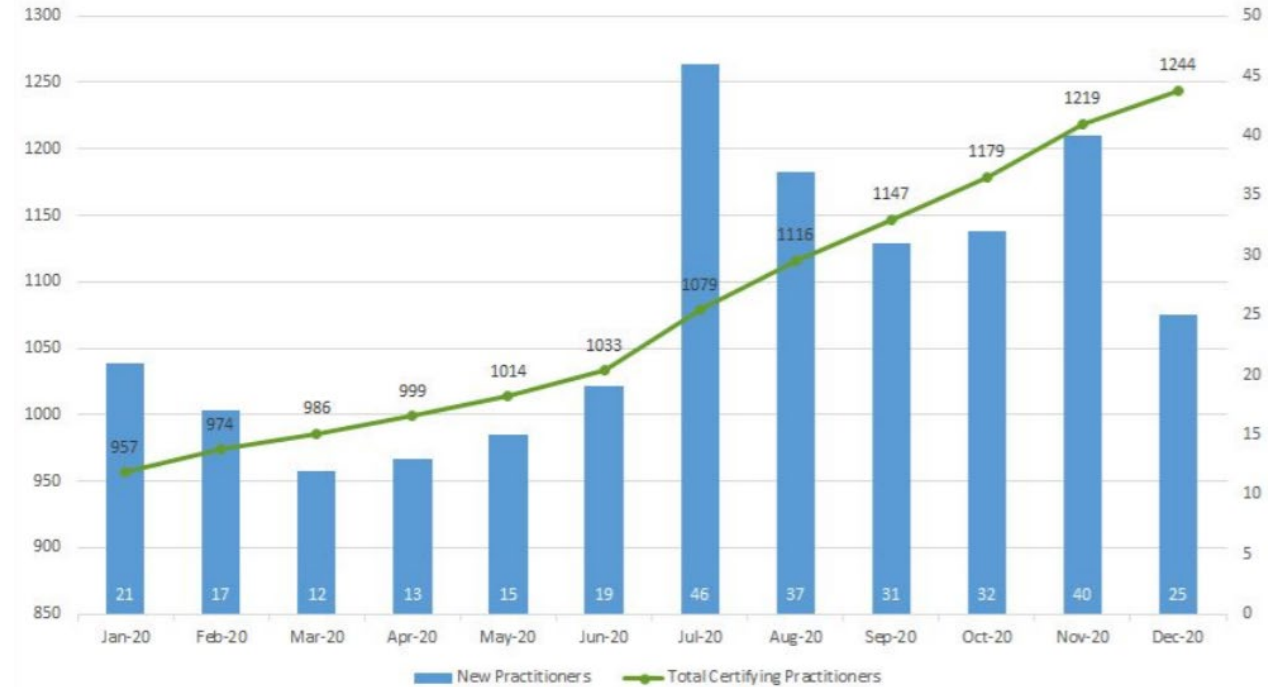
2020 Data Review: Provider Adoption

- New providers continue to certify new patients
- 30% growth since the beginning of 2020

2020 Healthcare Practitioner Adoption



New and Cumulative Certifying Practitioners by Month



- HF2589 added new healthcare disciplines to the definition of healthcare practitioner, and we have seen practitioners from all disciplines participate since July 1, 2020

2020 Data Review: Dispensary Sales

- Dispensary sales were steady during 2020
- Calendar 2020 dispensary sales were \$3,518,415. A 60% growth over calendar year 2019.
- Patients are making more visits, and more frequent visits

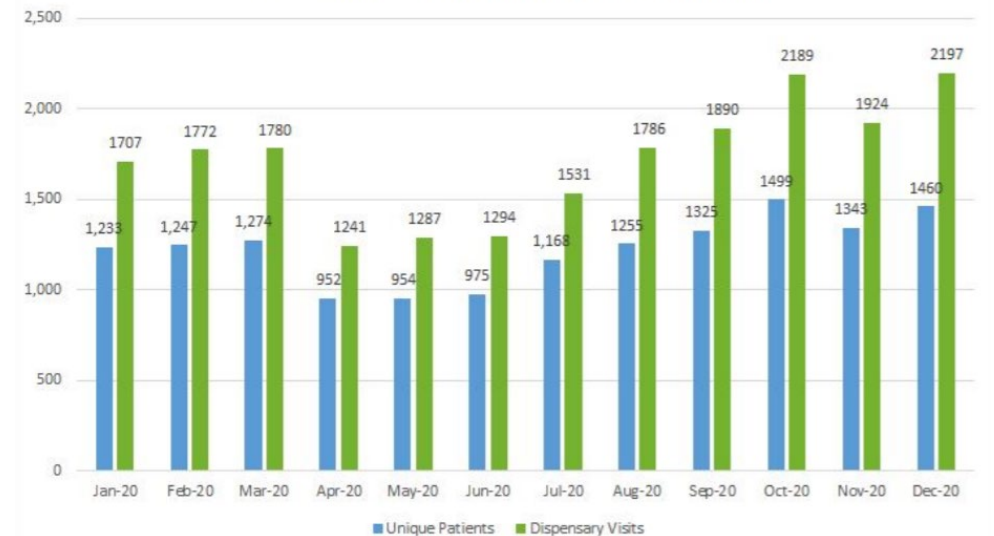
Dispensary Sales



Average Transaction Price



Dispensary Visits and Unique Patients by Month

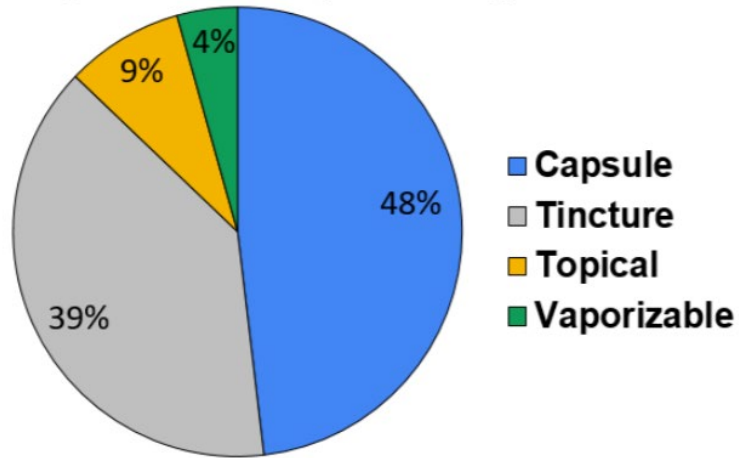


2020 Data Review: Product Purchasing Behavior

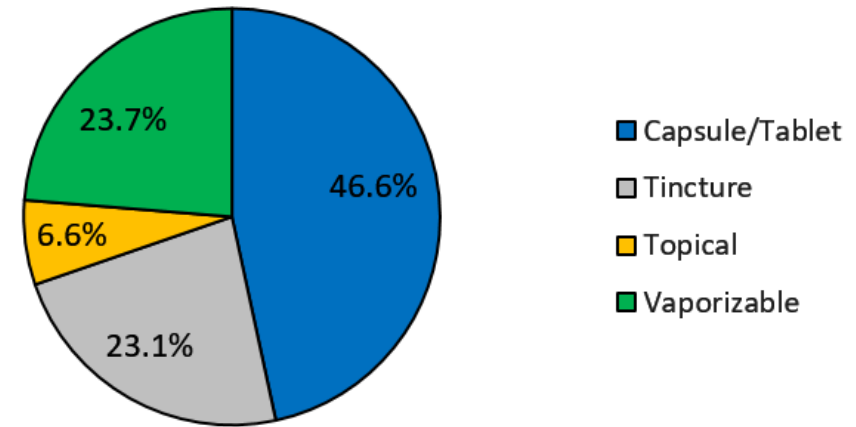
2019

2020

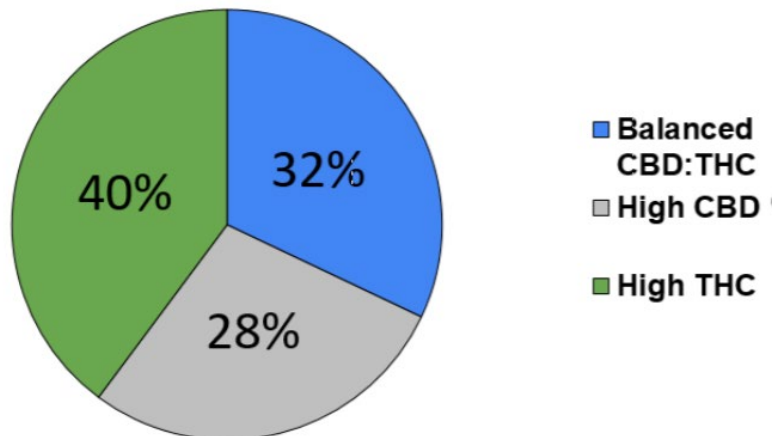
Percentage of Total sales by Product Type



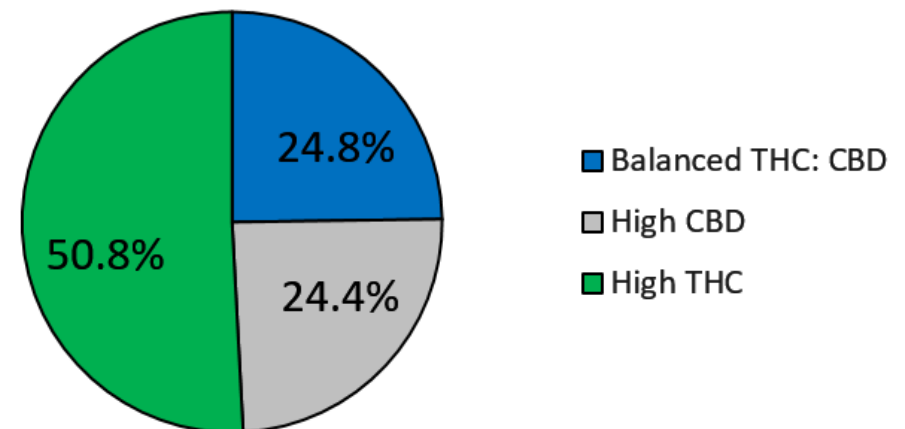
Percentage of 2020 Sales by Product Type



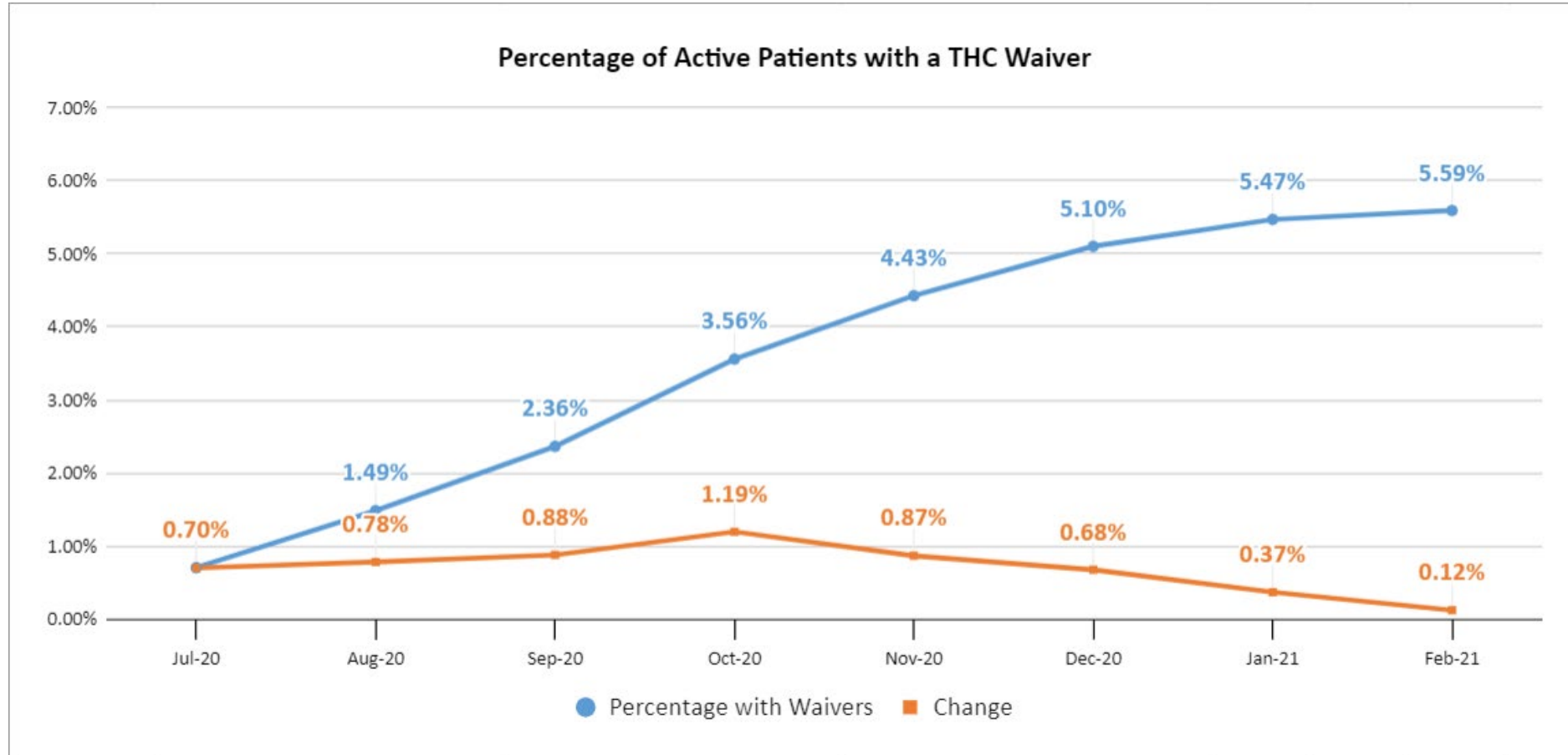
Percentage of Total Sales by Formulation



Percentage of 2020 Sales by Formulation



2020 Data Review: 4.5g Waivers



Total Waivers	Total HCPs
284	136

Provider Education Update

- OMC staff have been working with The Answer Page and The Medical Cannabis institute (TMCI) to provide Iowa-specific and core curriculum courses for providers. The Answer Page course is live, and TMCI will be shortly
- The OMC will inform licensure boards of availability
- Hosting Utah medical cannabis guidance and reference documents on OMC website's "For Healthcare Practitioners" tab



The Iowa 4-hr Medical Cannabis Course

The Iowa Medical Cannabis Course helps doctors, nurses, pharmacists and psychologists prepare to care for patients using cannabis for therapeutic reasons.

[View course details](#)

- 4 CME/CE credits (*3.5 APA credits)

Price: \$189

[Add to Cart](#)



Observational Study Update

- HF2589 allowed IDPH to conduct an observational effectiveness study with program patients and certifying providers to study the effectiveness of medical cannabidiol products
- Talking to Dr. Brian Kaskie at the University of Iowa College of Public Health about his work. Dr. Kaskie spoke with the Board at its September, 2020 meeting



Manufacturing & Dispensary RFP Update

- Manufacturing RFP Update
 - IDPH posted a Notice of Intent to Award on December 22, 2020 for ICC MFG Holdings, LLC
 - Facility license issued for Cedar Rapids, IA

- Dispensary RFP Update
 - IDPH posted Notices of Intent to Award on February 15, 2021 for Council Bluffs and Iowa City
 - Licenses have not been issued
 - Appeal window closes Monday, March 1, 2021



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the Health of Iowans

Thank You.

Questions?

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