Medical Cannabidiol Program Update

December, 2020

Iowa’s medical cannabidiol program began distributing medical cannabis to certified patients on December 1, 2018. The data for this update, unless otherwise noted, comes from the Department’s Secure Sales and Inventory Tracking System and Patient Registry, a secure, web-based application system. This document is updated monthly.

Healthcare Practitioners

A Healthcare Practitioner is defined as a physician (MD/DO), physician assistant (PA), advanced registered nurse practitioner (ARNP), or a podiatrist (DPM).

Figure 1 depicts the number of healthcare practitioners (HCPs) in a month who have certified their first unique patient, as well as the cumulative number of HCPs who have certified at least one patient since the beginning of the program.

Figure 1.
Figure 2 depicts the number of ARNPs, DO/MDs, PAs and podiatrists who have certified their first unique patient. Prior to July 1, 2020, ARNPs, PAs and podiatrists were not allowed to certify patients.
Active Patient and Caregiver Registration Cards

In order to purchase medical cannabidiol products from Iowa’s licensed dispensaries, patients must have their qualifying medical condition certified by a healthcare practitioner. Once certified, a patient can apply for a registration card that is valid for one year.

Figure 3 depicts the number of patients with active registration cards in each month of 2020. The total includes adult and minor patients. Prior to July 1, 2020 registration cards were issued by the Iowa Department of Transportation. IDPH began issuing cards on July 1, 2020.

Figure 3.
Figure 4 depicts the number of registration cards issued to patients in each month of 2020. The monthly patient cards issued includes new patients, as well as patients who may have renewed their registration card. The cumulative numbers of patient cards issued since the beginning of the program are displayed using a trend line.

Figure 4.

![Graph showing monthly and cumulative patient cards issued]

Figure 5 depicts the certifications by age group for each qualifying debilitating medical condition for all active patient cardholders, by qualifying medical condition.

Figure 5.

<table>
<thead>
<tr>
<th>Age</th>
<th>AIDS/HIV</th>
<th>ALS</th>
<th>Autism</th>
<th>Cancer</th>
<th>Chronic Pain</th>
<th>Crohn's</th>
<th>MS</th>
<th>Parkinson's</th>
<th>PTSD</th>
<th>Seizures</th>
<th>Terminal</th>
<th>Ulcerative Colitis</th>
<th>Total</th>
</tr>
</thead>
<tbody>
<tr>
<td>10 or under</td>
<td>55</td>
<td>3</td>
<td>4</td>
<td>2</td>
<td>1</td>
<td>2</td>
<td>2</td>
<td>18</td>
<td>1</td>
<td>1</td>
<td>4</td>
<td>1</td>
<td>85</td>
</tr>
<tr>
<td>11 - 17</td>
<td>31</td>
<td>3</td>
<td>4</td>
<td>1</td>
<td>3</td>
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<td>3</td>
<td>15</td>
<td>2</td>
<td>9</td>
<td>1</td>
<td>1</td>
<td>57</td>
</tr>
<tr>
<td>18 - 30</td>
<td>2</td>
<td>1</td>
<td>19</td>
<td>9</td>
<td>21</td>
<td>1</td>
<td>6</td>
<td>59</td>
<td>42</td>
<td>1</td>
<td>9</td>
<td>1</td>
<td>351</td>
</tr>
<tr>
<td>31 - 40</td>
<td>3</td>
<td>2</td>
<td>30</td>
<td>483</td>
<td>23</td>
<td>35</td>
<td>1</td>
<td>77</td>
<td>25</td>
<td>2</td>
<td>11</td>
<td>6</td>
<td>692</td>
</tr>
<tr>
<td>41 - 50</td>
<td>9</td>
<td>2</td>
<td>46</td>
<td>629</td>
<td>22</td>
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<td>839</td>
</tr>
<tr>
<td>51 - 60</td>
<td>7</td>
<td>3</td>
<td>1</td>
<td>69</td>
<td>844</td>
<td>11</td>
<td>56</td>
<td>16</td>
<td>28</td>
<td>12</td>
<td>3</td>
<td>6</td>
<td>1056</td>
</tr>
<tr>
<td>61 - 70</td>
<td>6</td>
<td>3</td>
<td>119</td>
<td>737</td>
<td>8</td>
<td>42</td>
<td>35</td>
<td>12</td>
<td>11</td>
<td>5</td>
<td>7</td>
<td>5</td>
<td>985</td>
</tr>
<tr>
<td>71 - 80</td>
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<td>60</td>
<td>379</td>
<td>7</td>
<td>7</td>
<td>43</td>
<td>5</td>
<td>7</td>
<td>4</td>
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<td>1</td>
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<td>514</td>
</tr>
<tr>
<td>81 - 90</td>
<td>14</td>
<td>125</td>
<td>1</td>
<td>19</td>
<td>1</td>
<td>2</td>
<td>2</td>
<td>4</td>
<td></td>
<td></td>
<td>2</td>
<td>1</td>
<td>166</td>
</tr>
<tr>
<td>Over 90</td>
<td>4</td>
<td>19</td>
<td>2</td>
<td>2</td>
<td>2</td>
<td></td>
<td></td>
<td>2</td>
<td></td>
<td></td>
<td></td>
<td>2</td>
<td>27</td>
</tr>
<tr>
<td><strong>Total</strong></td>
<td><strong>27</strong></td>
<td><strong>10</strong></td>
<td><strong>109</strong></td>
<td><strong>357</strong></td>
<td><strong>3405</strong></td>
<td><strong>92</strong></td>
<td><strong>199</strong></td>
<td><strong>123</strong></td>
<td><strong>233</strong></td>
<td><strong>154</strong></td>
<td><strong>22</strong></td>
<td><strong>41</strong></td>
<td><strong>4772</strong></td>
</tr>
</tbody>
</table>

Note: Patients may have more than one qualifying condition; however, the data reflected in this table represents unique certified patients and includes only the primary condition listed on each certification.
Figure 6 represents the patient population percentage by gender.

Figure 6.

![Patient Gender Breakdown](image)

45% Female
55% Male

Figure 7 represents the density of active patient cardholders by county in Iowa.

Figure 7.

![County Density Map](image)

Note: Values of < 5 are indicated by *
Patients in Iowa are eligible for a reduced fee when applying for their medical cannabidiol registration card. If a patient can provide proof of Social Security Disability Benefit (SSD), Supplemental Security Income (SSI), or Medicaid, they are eligible for a reduced fee. Figure 8 depicts the percentage of standard ($100) or reduced ($25) fee applications, as well as the percentage of each reduced fee type.

**Figure 8.**

A patient’s medical cannabidiol registration card is valid for one year from the date of issuance. Figure 9 represents the number of cards expiring each month as compared to the number of renewal applications. Figure 10 represents patient renewals at different time periods within card expiration.

**Figure 9.**

**Reduced Fee By Category - 2020**

- **57.8%** Standard Fee
- **42.2%** Reduced Fee
- **1.4%** SSD
- **21.4%** SSI
- **19.4%** Medicaid

**Figure 10.**

**Patient Renewals (Retention)**

- Expiring Cards
- Renewals
- Renewal Rate

Calendar Month:

- November 2019
- December 2019
- January 2020
- February 2020
- March 2020
- April 2020
- May 2020
- June 2020
- July 2020
- August 2020
- September 2020
- October 2020
- November 2020
- December 2020

- 0%
- 5%
- 10%
- 15%
- 20%
- 25%
- 30%
- 35%
- 40%
- 45%
- 50%
Renewal at Time Periods Within Expiration

- 66.2% has not renewed
- 16.1% within 30 days
- 7.6% before expiration
- 5.9% 31-90 days
- 3.0% 90-180 days
- 0.8% 181-365 days
- 0.4% After 365 days
Caregivers

Designated caregivers are those who are certified by a patient’s healthcare practitioner to purchase and possess medical cannabidiol products on behalf of a patient. A caregiver is designated if a patient is too ill, immobilized or otherwise unable to visit a dispensary. Figure 11 depicts the number of caregiver registration cards issued in each month of 2020. The cumulative number of caregiver cards issued since the beginning of the program is also depicted.

Figure 11.
Dispensary Sales
Iowa’s licensed dispensaries are required to transmit their medical cannabidiol dispensing data to the state’s Secure Sales and Inventory Tracking System on a real-time basis.

Figure 12 depicts the number of unique patients who visited a dispensary in a given month in 2020, as well as the total dispensary visits each month during 2020.

Figure 12.
Figure 13 represents the average transaction price (excluding tax) amongst Iowa’s licensed dispensaries during 2020.

**Figure 13.**

![Average Transaction Price](image)

Figure 14 represents the total sales (excluding tax) in each month of 2020 among Iowa’s licensed dispensaries.

**Figure 14.**

![Dispensary Sales](image)
Chapter 124E allows Iowa’s two licensed manufacturers to manufacture products in the following forms: oral forms (tinctures, capsules, tablets and sublingual forms), topical forms (gels, ointments, creams, lotions and transdermal patches), nebulizeable forms, suppository forms and vaporized forms (vaporized forms became available for sale on August 7, 2019).

Figures 15 & 16 depict the percentage of product sales in 2020 by formulation and product type.

**Figure 15 & 16.**

**Percentage of 2020 Sales by Product Type**

- Capsule/Tablet: 46.6%
- Tincture: 23.7%
- Topical: 23.1%
- Vaporizable: 6.6%

**Percentage of 2020 Sales by Formulation**

- Balanced THC: CBD: 50.8%
- High CBD: 24.4%
- High THC: 24.8%
Figure 17 provides percentage-based purchasing behaviors for a given product formulation and qualifying condition.

**Figure 17.**

**Formulation Purchased by Medical Condition**

- **AIDS/HIV**: Balanced THC: CBD 17%, High CBD 24%, High THC 59%
- **ALS**: Balanced THC: CBD 25%, High CBD 32%, High THC 43%
- **Autism**: Balanced THC: CBD 23%, High CBD 36%, High THC 41%
- **Cancer**: Balanced THC: CBD 26%, High CBD 26%, High THC 48%
- **Chronic Pain**: Balanced THC: CBD 23%, High CBD 24%, High THC 53%
- **Crohn's**: Balanced THC: CBD 15%, High CBD 28%, High THC 57%
- **MS**: Balanced THC: CBD 23%, High CBD 31%, High THC 46%
- **Parkinson's**: Balanced THC: CBD 25%, High CBD 34%, High THC 41%
- **PTSD**: Balanced THC: CBD 19%, High CBD 21%, High THC 60%
- **Seizures**: Balanced THC: CBD 26%, High CBD 28%, High THC 45%
- **Terminal Illness**: Balanced THC: CBD 24%, High CBD 30%, High THC 46%
- **Ulcerative Colitis**: Balanced THC: CBD 20%, High CBD 30%, High THC 49%