Medical Cannabidiol Program Update

July, 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, come 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

To issue a certification for the use of medical cannabidiol to patients, there is no requirement for a Healthcare Practitioner to complete specific training on medical cannabis. 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) who have certified their first unique patient in calendar year 2020, as well as the cumulative number of HCPs who have certified at least one patient.

Figure 1.
Figure 2 depicts the breakdown of unique HCP certifications by discipline.

Figure 2.

![New Certifying Practitioners by License Type](image)

*ARNPs, PAs, and Podiatrists allowed beginning July 2020

**Patients**

In order to purchase medical cannabidiol products from Iowa's licensed dispensaries, patients must have their qualifying medical condition certified by a Healthcare Practitioner.

Figure 3 depicts the number of patients issued registration cards in each month of 2020. Figure 3 depicts new patients, as well as patients who may have renewed their registration card. The cumulative number of certified patients throughout the lifespan of the program are also depicted.

Figure 3.
Figure 4 depicts the certifications by age group for each qualifying debilitating medical condition for all active patient cardholders, by qualifying medical condition.

**Figure 4.**

<table>
<thead>
<tr>
<th>Age Groups</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>Seizures</th>
<th>Terminal</th>
<th>Ulcerative Colitis</th>
<th>PTSD</th>
<th>Grand Total</th>
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<td>1</td>
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<td>9</td>
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<tr>
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<td>159</td>
<td>20</td>
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</table>

%Total      | 0.61%   | 0.30%| 1.05%  | 8.28%   | 73.56%       | 2.21%  | 4.91%| 3.07%       | 3.75%    | 0.67%     | 0.91%          | 0.67%|

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 5 represents the percentage of males and females across the active patient population.

**Figure 5.**
Figure 6 represents the density of active patient cardholders by county in Iowa.

Figure 6.

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 (SSDI), Supplemental Security Income (SSI), or Medicaid, they are eligible for a reduced fee. Figure 7 depicts the percentage of standard or reduced fee applicants, as well as the percentage of each fee type.

Figure 7.
Caregivers

Designated caregivers are those who are certified by a patient’s healthcare practitioner to purchase, possess and administer medical cannabidiol products on behalf of a patient. A caregiver will be designated if a patient is too ill, immobilized or otherwise unable to visit a dispensary. Figure 8 depicts the number of Caregivers issued registration cards in each month of 2020. The cumulative number of Caregivers throughout the lifespan of the program are also depicted.

Figure 8.
**Dispensary Sales**

Iowa’s licensed dispensaries must transmit their medical cannabidiol dispensing data to the state’s Secure Sales and Inventory Tracking System on a real-time basis, and reconcile their inventory with the state’s system every week.

Figure 9 depicts unique monthly patient visits during 2020, as well as cumulative monthly transactions during 2020.

**Figure 9.**

![Dispensary Visits and Unique Patients by Month](image)

Figure 10 represents the average transaction price amongst Iowa’s licensed dispensaries during 2020.

**Figure 10.**

![Average Transaction Price](image)
Figure 12 represents the amount of cumulative sales in each month of 2020 among Iowa's licensed dispensaries.

**Figure 12**

![Bar chart showing dispensary sales by month in 2020](chart.png)

- **January 2020 (Jan-20):** $262,203.67
- **February 2020 (Feb-20):** $265,611.25
- **March 2020 (Mar-20):** $318,905.17
- **April 2020 (Apr-20):** $249,152.28
- **May 2020 (May-20):** $250,422.74
- **June 2020 (Jun-20):** $266,052.57
- **July 2020 (Jul-20):** $270,698.73
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, suppositories and vaporized forms (vaporized forms became available for sale on August 7, 2019).

Figures 13 14 depict the overall percentage of product sales by formulation and product type.

**Figure 13:**

![Pie chart showing percentage of sales by product type](image)

- Capsule: 51%
- Tincture: 30%
- Topical: 11%
- Vaporizable: 7%

**Figure 14:**

![Pie chart showing percentage of sales by formulation](image)

- Balanced THC: CBD: 42%
- High CBD: 29%
- High THC: 29%
Figure 14 provides percentage-based purchasing behaviors for a given product formulation and qualifying condition.