

balcony

STATEMENT OF WORK

Keystone

Prepared for:

San Juan County, UT

Confidential

April 22nd, 2026

A. Statement of Work

This Statement of Work ("SOW") is entered into as of the date of the last signature below by and between San Juan County, UT ("Customer") and Balcony Technology Group, Inc. ("Balcony").

This Agreement authorizes Balcony to perform the services described herein and is governed by the Master Services & License Agreement ("MSLA") between the Parties dated May 31st, 2026, which runs through May 31st, 2029, as well as the Terms and Conditions set forth below.

As used in this Agreement, "Party" refers to either Customer or Balcony individually, and "Parties" refers to both Customer and Balcony collectively.

B. Overview of Secure Asset Registry

Balcony's Keystone platform will serve as San Juan County, UT centralized property data layer, consolidating tax assessment, deed, mortgage, and lien data into a single data layer that aggregates records directly from official County sources. The official County records will remain the sole legally recognized source of truth. The Keystone platform is intended for informational purposes only and does not serve as a substitute for those records.

C. Project Overview

Balcony will implement its Keystone platform for San Juan County, UT, establishing a centralized, secure repository for the County's property data. Balcony and San Juan County, UT are partnering to pilot innovative Mineral Rights capabilities within the County, helping enhance transparency with County's land records. The engagement is structured in three phases.

Phase 1 covers the ingestion and normalization of Tax Assessment data, creating a complete parcel-level view of every property in the County. Phase 2 includes the incremental, AI-assisted ingestion and indexing of deed, mortgage, and lien data, linking historical chain of title information to the corresponding parcels.

Full details of each phase are defined in Section D.

D. SCOPE OF SERVICES

Phase 1 – Keystone

- Ingest Tax Assessment property data from the Tax Assessment Department via API where available, or by scheduled data import at the frequency the Tax Assessment Department supports

- Provide a parcel-level view of every property in the County, that aggregates records directly from official County sources. The official County records will remain the sole legally recognized source of truth.
- Standardize, secure, and attribute all ingested data on Balcony's proprietary technology
- Migrate San Juan County, UT's Tax Assessment data to Balcony's secure system
- Configure web-based interface with internal user functionality
- Implement automated change tracking and tamper-resistant audit logs

Phase 2 – AI Indexing of Deed, Mortgage, and Lien Data

- Collaborate with the Tax Assessment Department, County Recorder, and County IT to extract deed, mortgage, and lien data recorded between May 31st, 1986 and May 31st, 2026, including standard recording details (document number, recording date, grantor/grantee, property description, parcel ID, and book/page references)
- Index deed records to their respective parcels and standardize, secure, and attribute the data on Balcony's proprietary technology

Phase 3- Pilot Mineral Rights

- Balcony and San Juan County, UT will partner on a pilot to evaluate approaches for enhancing transparency in mineral rights ownership

OCR Confidence Scoring and Manual Review

- Balcony will utilize Optical Character Recognition (“OCR”) technology to extract and index data from deed, mortgage, and lien documents. Each processed document will be assigned a confidence score reflecting the system’s level of certainty in the accuracy of the extracted text, measured on a scale of 0 to 100.

Documents with a confidence score of 95 or higher will be automatically processed and indexed within the Keystone platform.

Documents with a confidence score of below 95 will be flagged for manual review. In such cases, Balcony and San Juan County, UT will collaborate to review and validate the document data prior to final indexing to ensure that the document is accurately associated with the correct parcel.

Incremental Ingestion and Indexing of Historical Records

- Balcony will ingest and map deed, mortgage, and lien records to corresponding parcels on an incremental basis. Upon receipt of the initial twenty (20) years of historical data from the County, Balcony will complete ingestion, indexing, and parcel assignment of such records within four (4) months, subject to data quality and completeness. Following

the initial ingestion period, Balcony will continue to ingest, index, and validate additional historical records in twenty (20)-year increments until the full agreed-upon dataset has been incorporated into the Keystone platform.

The timing and completion of indexing and validation activities for each increment will be dependent on:

- The completeness and usability of the data provided by the County; and
- The OCR confidence scores associated with the processed documents, including any required manual review.
- While Balcony may initiate the indexing of deed, mortgage, and lien data in advance of Phase 1 completion, the accurate assignment of such records to parcels is contingent upon the completeness of Phase 1 and the availability of a fully established parcel-level dataset.

Security Scope

- Balcony's Keystone platform enhances the County's existing data security posture by implementing tamper-resistant audit logs and attribution controls designed to supplement protections against both internal unauthorized access and external fraudulent activity. Balcony's services are designed to supplement, not replace, County security controls.

Onboarding & Support

- Provide one (1) virtual onboarding session to introduce key stakeholders, confirm roles and responsibilities, review project goals and timelines, and ensure system access and data readiness
- Provide one (1) virtual training session covering platform navigation, core functionality, and best practices
- Provide ongoing system maintenance, security patching, backups, and end-user support throughout the subscription term

System Integration Updates

- In the event the County modifies or replaces its data partners or systems, Balcony will use commercially reasonable efforts to update integrations to new County-designated systems, subject to feasibility and mutually agreed implementation timelines and fees where material development work is required.

E. COMPENSATION SCHEDULE COMPENSATION

- This SOW covers services provided during the initial term, commencing on May 31st, 2026 (the "Effective Date") and expiring on May 31st, 2029 (the "Expiration Date"). Subscription for years two and three shall automatically renew unless the client provides written notice of its intent not to continue no later than 120 days prior to the expiration of the initial one-year term. Initial payment will be made in two (2) installments as outlined in **Exhibit B**. The total subscription value for the initial term is also set forth in **Exhibit B**.

Exhibit B

Module	Price
Keystone <ul style="list-style-type: none"> ● Searchable repository of indexed Deed, Mortgage, and Lien Data recorded between May 31st, 1986 and May 31st, 2026 ● Property Ledger page with Tax Assessment and chain of title information ● Balcony’s proprietary Blockchain Ledger ● Security and Compliance 	\$2,310
Onboarding & Implementation (One-Time Fee) <ul style="list-style-type: none"> ● Platform setup and configuration ● Initial deed data ingestion and normalization of deeds ● Initial ingestion of tax assessment data ● AI Indexing of Deed, Mortgage, and Lien Data ● User provisioning and access setup ● Onboarding and training 	Included
Licenses (5) at \$1,000 per license	Included
Subtotal	\$2,310
Total Year 1 Cost	Waived

Annual Subscription Fee (Includes Support & Maintenance)

Total Annual Cost Year 2	\$2,310
Total Annual Cost Year 3	\$2,310

Rate schedule

Start Date	May 31st, 2026
Annual Bill Date	May 31st
Subscription Term	36 Months

F. Project Roles and Responsibilities

i) Balcony

- a. Designate a Project Manager to serve as the primary point of contact and provide contact information within five (5) business days of the Effective Date.
- b. Deliver all platform components described in Section D.
- c. Ingest and normalize all Tax Assessment and deed data provided and notify the Customer within thirty (30) business days if any data is incomplete or unusable.
- d. Provide ongoing maintenance, security patching, and backups throughout the subscription term.
- e. Respond to support requests within two (2) business days and address critical security issues within twenty-four (24) hours.
- f. Promptly notify the Customer in writing of any delays or blockers, along with a proposed remediation plan.

ii) Customer

- a. Prior to the Effective Date, the Parties shall jointly identify and confirm the participation of all required County departments and third-party vendors necessary for the successful implementation of the Keystone platform. Such a list shall be appended to this SOW as an exhibit.
- b. Designate a Project Coordinator to serve as the primary point of contact and provide contact information to Balcony within five (5) business days of the Effective Date.
- c. Provide Balcony with timely access to all Tax Assessment data and coordinate with County IT and relevant vendors to enable required integrations and data feeds.
- d. Provide a complete list of users requiring platform access within ten (10) business days of the Effective Date.
- e. Ensure that key stakeholders attend all scheduled onboarding and training sessions.
- f. Respond to Balcony requests for information, approvals, or decisions within ten (10) business days. Delays that directly prevent Balcony from performing its obligations may constitute Excusable Non-Performance pursuant to Section H.
- g. Represent that all data and information provided to Balcony will be accurate and complete to the best of its knowledge.
- h. County IT shall be responsible for providing Balcony with access to, or scheduled exports from, any on-premises County systems where required for data ingestion. All other data integrations will be coordinated directly between Balcony and the applicable third-party vendors.

G. Terms and conditions

This SOW is governed by and subject to the terms and conditions set forth in the Master Services and License Agreement dated May 31st, 2026, by and between San Juan County, UT and Balcony. In the event of a conflict between this SOW and the MSLA, the terms of this SOW shall control with respect to the specific services described herein.

H. EXCUSABLE NON-PERFORMANCE. Subscriber’s failure to perform any responsibility, duty or other obligation set forth in this Agreement or the applicable SOW will excuse Balcony’s obligation to perform its corresponding obligations under this Agreement or the applicable SOW only if: (i) Subscriber’s failure or delay was the direct cause of Balcony’s inability to perform; and (ii) Balcony could not have continued performance by using reasonable methods, activities and procedures. In the event of (i) and (ii), Balcony will be excused from performance of the affected Services impacted by Subscriber’s failure to perform or Subscriber’s delay in performing only to the extent that, and for so long as, Subscriber’s failure to perform or Subscriber’s delay in performing its responsibilities, duties or other obligations prevents or otherwise adversely impacts Balcony’s performance, and provided that Balcony takes reasonable steps to mitigate the effects of Subscriber’s failure to perform or delay in performing its responsibilities, duties or other obligations (“*Excusable Failure*”).

IN WITNESS WHEREOF, each of the Parties hereto has caused this Agreement to be executed by its duly authorized representative.

San Juan County, UT

By: _____

Name: _____

Title: _____

Date: _____

BALCONY TECHNOLOGY GROUP, INC.

By: _____

Name: Mike Reichel

Title: Treasurer

Date: _____