

Ocean Reef Marina (DevelopmentWA) — Coastal Mixed-Use Precinct Microgrid

Complete 10-Phase Forensic Breakdown: Who started it, who handed the baton to whom, what went wrong in the Western Power Q&A phase, how Zenith engineered the 'Skinny Connection', ERAWA licensing Q&A, EPC construction, and 25-year retail/VPP operations.

Ocean Reef Renewable Energy Pty Ltd (Zenith Connected Energy Subsidiary)

📍 PROJECT IDENTITY & SCALE

Developer:	DevelopmentWA + City of Joondalup + WA State Government (\$270M+ Flagship Waterfront Redevelopment)
Location:	Ocean Reef, WA (Coastal Northern Suburbs, 30 km north of Perth CBD, City of Joondalup)
Land & Yield:	~62–65 Hectares (ERAWA / EPA Envelope) 1,000+ Residential Dwellings (Apartments + Green-Title Homes) + 12,000 sqm Retail/Hospitality/Marine Enterprise
Substation:	Mullaloo (MLO) Zone Substation — Coastal 22kV Radial Feeder Capacity & Voltage Constraint
Legal Category:	Green-Title & Built-Form Mixed-Use Waterfront Precinct (Crosses Public Roads)

❌ WITHOUT MICROGRID (THE PHASE 5 WESTERN POWER SHOCK)

10+ MVA Concentrated Coastal Precinct Demand (1,000+ high-spec homes/apartments + hospitality/hotel/marina chillers at the very end of the Mullaloo 22kV coastal radial feeders) → Multi-million-dollar upstream feeder trenches through built-up suburbs + multi-year delay.

✅ WITH MICROGRID (THE PHASE 6 'SKINNY CONNECTION' PIVOT)

Compressed to a ≤ 4.0 MVA 'Skinny Connection' at a single 22kV boundary point + 5.5 MW Precinct/Rooftop Solar PV + 4.6 MWh Central Community BESS + Private Underground Microgrid across all Green-Title & Mixed-Use lots.

Commercial Result: 15-to-25 Year Build-Own-Operate (BOO) Agreement with Zenith Connected Energy | Zero microgrid CapEx to State budget | 100% Renewable Energy target with discounted tariffs for residents, retail & marine businesses.

🗺️ VISUAL 10-PHASE TIMELINE AT A GLANCE (FROM FIRST LAND PURCHASE TO 25-YEAR VPP OPERATIONS)

🟢 Early Stealth & Planning (Phases 1–3) | 🟡 Western Power Q&A Shock & Zenith Pivot (Phases 4–6) | 🟠 Licence Q&A, Build & Titles (Phases 7–9) | 🔵 25-Yr Operations (Phase 10)

PHASE 1 T - 60 Months State Government Funding Mandate & DevelopmentWA Land Assembly	PHASE 2 T - 48 Months Taylor Burrell Barnett (TBB) Runs Ocean Reef Marina Improvement Scheme	PHASE 3 T - 36 Months EPA Public Environmental Review (PER), Breakwater Start & Water Corp Trunk	PHASE 4 T - 24 Months Stantec / GHD Calculate 10+ MVA Precinct Load & Lodge Western Power ENAR	PHASE 5 T - 18 Months The Western Power Q&A Shock: Coastal 22kV Radial Feeders Out of Mullaloo Are Full	PHASE 6 T - 14 Months DevelopmentWA Tenders Microgrid BOO → Zenith Wins (5.5 MW Solar + 4.6 MWh BESS)	PHASE 7 T - 10 Months ERAWA 21-Day Public Q&A & Grant of Distribution Licence EDL9	PHASE 8 T - 5 Months Landside Civil Trenching (RJ Vincent), Private HV/LV Reticulation & WP Relay Q&A	PHASE 9 T = 0 Boundary Energization, WAPC Power Clearance & Stage 1 Waterfront Lot Settlements	PHASE 10 T + 1 Month to 25+ Years Ongoing Operations: Mixed-Use Load Sharing, Retail Billing (95%) & WEM IRCR (5%)
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👥 COMPLETE BATON-HANDOFF ROSTER (EVERY FIRM, CONSULTANT, CONTRACTOR & REGULATOR ON OCEAN REEF MARINA (EDL9))

DEVELOPER / LANDOWNER DevelopmentWA + City of Joondalup	TOWN PLANNING & URBAN DESIGN Taylor Burrell Barnett (TBB) (08) 9226 4276 & Aspects Studios / COX	ENVIRONMENTAL & COASTAL Strategen-JBS&G / Baird / Advisian (EPA Marine & Terrestrial Public Environmental Review)	CIVIL & HV ENGINEERING Stantec (08) 6222 7000 , GHD & MP Rogers (Coastal/Marine)
GRID OPERATOR (Q&A SHOCK) Western Power (Mullaloo MLO Substation & Northern Metro Access Planning)	MICROGRID IPP / BOO WINNER Ocean Reef Renewable Energy Pty Ltd (Zenith Connected Energy — Rob Breden & Thomas Friberg)	ECONOMIC REGULATOR Economic Regulation Authority of WA (ERAWA — EDL9 21-day public Q&A)	CIVIL & BREAKWATER CONTRACTORS Georgiou Group / WA Limestone (Breakwaters) + RJ Vincent / DMC (Landside Civil) + Zenith EPC

Early Stealth Land Assembly, SPV/GST Trigger & Town Planning Structure Plan

PHASE 1 T - 60 Months (2018–2019) STAGE A: STEALTH LAND & PLANNING

State Government Funding Mandate & DevelopmentWA Land Assembly

PLAIN-ENGLISH TRANSLATION (WHAT ACTUALLY HAPPENS & WHY)

The WA State Government and City of Joondalup commit over \$120M–\$270M to turn an old boat ramp at Ocean Reef into a world-class coastal marina village with 1,000+ luxury homes and apartments, hotels, restaurants, and yacht clubs. DevelopmentWA takes charge of delivering the project.

DEEP FORENSIC FACTS (EXACT ENTITIES, NUMBERS, DATES & FILINGS)

- WA State Government and City of Joondalup signed the Memorandum of Understanding transferring delivery of the 55+ hectare Ocean Reef Marina precinct to DevelopmentWA.
- Masterplan scope: >1,000 residential dwellings (single green-title coastal lots, townhouses, and multi-storey apartment sites), 12,000 sqm of commercial/retail/hospitality space, 550 boat pens, and public foreshore.
- DevelopmentWA mandated a flagship sustainability target (6-Star Green Star Communities accreditation) requiring high renewable penetration without blowing out the civil servicing budget.

BATON HANDOFF: WA State Cabinet & City of Joondalup →

DevelopmentWA Ocean Reef Marina Project Director

Trigger Event: Cabinet budget commitment & DevelopmentWA project handover

Q&A & FRICTION IN THIS PHASE

State Treasury & Joondalup Q&A on balancing massive marine breakwater costs against landside utility servicing budgets.

AI DATA TRAIL & PHONE QUESTION

Data Caught: State Budget Papers + DevelopmentWA Project Pipeline + Landgate Crown Reserve proclamations.

Ask on Call: To Mixed-Use Precinct Director: 'When you take on a high-density coastal or infill precinct with 1,000+ dwellings and commercial hospitality, how early do you check the local Zone Substation capacity?'

PHASE 2 T - 48 Months (2019–2020) STAGE A: STEALTH LAND & PLANNING

Taylor Burrell Barnett (TBB) Runs Ocean Reef Marina Improvement Scheme

PLAIN-ENGLISH TRANSLATION (WHAT ACTUALLY HAPPENS & WHY)

Because Ocean Reef Marina crosses both coastal land and ocean seabed, town planners at Taylor Burrell Barnett (TBB) use a special state planning tool called an 'Improvement Scheme' to lock in the street layout for green-title houses, apartment blocks, and commercial boardwalks. Because the internal streets will be public roads, any private power network wiring the precinct will legally require an ERAWA EDL distribution licence.

DEEP FORENSIC FACTS (EXACT ENTITIES, NUMBERS, DATES & FILINGS)

- Taylor Burrell Barnett (TBB) (08) 9226 4276 prepared the Ocean Reef Marina Improvement Scheme No. 1 and Design Guidelines with DevelopmentWA and WAPC.
- Created a hybrid tenure layout combining Green-Title single residential lots, grouped housing sites, multi-deck strata apartment super-lots, and commercial marina leasehold/freehold lots—all separated by public Crown roads.
- Just like Peel (EDL7) and Eglinton (EDL10), crossing public roads between green-title and built-form lots triggered the statutory requirement for an ERAWA EDL distribution licence.

BATON HANDOFF: DevelopmentWA Planning Lead →

Taylor Burrell Barnett (TBB) → WAPC Improvement Scheme Branch

Trigger Event: Gazettal of Ocean Reef Marina Improvement Scheme & Precinct Structure Plan (DPLH-024)

Q&A & FRICTION IN THIS PHASE

WAPC & community Q&A over building heights, coastal view corridors, traffic access onto Boat Harbour Quays / Hodges Drive, and utility reserve placement.

AI DATA TRAIL & PHONE QUESTION

Data Caught: SLIP Structure Plans & Improvement Schemes (dplh024.geojson) + WAPC Gazettal Notices.

Ask on Call: To Taylor Burrell Barnett (TBB) (08) 9226 4276 : 'Having planned both Peel Business Park and Ocean Reef Marina, how do you size and position the central battery compound in a tight urban/coastal masterplan so it doesn't eat into prime waterfront land?'

● Environmental (EPA s.38) & Water Corp Clearances
→ Civil/HV Engineer Lodges Western Power ENAR

PHASE 3 T - 36 Months (2020-2021) ● STAGE A: STEALTH LAND & PLANNING

EPA Public Environmental Review (PER), Breakwater Start & Water Corp Trunk

🧠 PLAIN-ENGLISH TRANSLATION (WHAT ACTUALLY HAPPENS & WHY)

Environmental consultants complete one of WA's toughest EPA reviews (checking marine seagrass, abalone habitats, and coastal bushland) so contractors Georgiou and WA Limestone can start dumping rock for the two giant ocean breakwaters. Meanwhile, engineers plan the landside water, sewer, and power pipes.

📁 DEEP FORENSIC FACTS (EXACT ENTITIES, NUMBERS, DATES & FILINGS)

- EPA Public Environmental Review (PER) and terrestrial clearing approvals (DWER-120 / DWER-116) cleared the path for marine breakwater construction (2021-2023) by Georgiou Group & WA Limestone.
- Landside civil engineers initiated Water Corporation trunk water/wastewater servicing designs for 1,000+ dwellings and commercial kitchens/hospitality venues.

🏃 BATON HANDOFF: TBB & DevelopmentWA →

Environmental & Marine Engineers → EPA + Georgiou/WA Limestone (Breakwaters)

Trigger Event: EPA Ministerial Statement approval & Breakwater construction commencement

⚡ Q&A & FRICTION IN THIS PHASE

EPA marine water quality monitoring Q&A and staging landside civil reclamation behind the breakwater.

📁 AI DATA TRAIL & 📞 PHONE QUESTION

Data Caught: EPA Ministerial Statements (DWER-120) + DevelopmentWA Breakwater Civil Works tenders.

Ask on Call: To Precinct Delivery Manager: 'While heavy marine or earthworks contractors are on site building the trunk infrastructure, what is the latest month you can lock in your microgrid partner before landside road trenching starts?'

PHASE 4 T - 24 Months (2021) ● STAGE B: THE WESTERN POWER SHOCK & MICROGRID PIVOT

Stantec / GHD Calculate 10+ MVA Precinct Load & Lodge Western Power ENAR

🧠 PLAIN-ENGLISH TRANSLATION (WHAT ACTUALLY HAPPENS & WHY)

Engineering consultants (Stantec / GHD) calculate how much power 1,000+ luxury coastal homes, high-rise apartments, hotels, restaurants, and marina facilities will pull on a hot summer evening—well over 10 MVA! They submit the official ENAR connection request to Western Power.

📁 DEEP FORENSIC FACTS (EXACT ENTITIES, NUMBERS, DATES & FILINGS)

- Stantec (formerly Wood & Grieve Engineers) and GHD modelled the combined residential (1,000+ dwellings), commercial/hospitality (12,000 sqm), and marine infrastructure electrical demand.
- Peak precinct demand was projected at ~10 MVA+ of concentrated load at the very western edge of the coastline.
- Formal ENAR lodged with Western Power to connect to the surrounding Ocean Reef / Mullaloo (MLO) 22kV distribution network.

🏃 BATON HANDOFF: DevelopmentWA Landside Infrastructure Manager →

Stantec / GHD (Civil & Electrical Engineers) → Western Power Access Planning

Trigger Event: Submission of Ocean Reef Marina ENAR to Western Power

⚡ Q&A & FRICTION IN THIS PHASE

Technical load-modelling Q&A over peak summer coincidence between commercial restaurant/hotel air-conditioning and residential evening EV/air-con peaks.

📁 AI DATA TRAIL & 📞 PHONE QUESTION

Data Caught: Western Power Network Opportunity Map (Mullaloo MLO substation data) + Engineering tender awards.

Ask on Call: To Stantec (08) 6222 7000 : 'When modelling a mixed-use precinct like Ocean Reef Marina where commercial hospitality and 1,000+ dwellings overlap on peak demand, how much battery storage is needed to shave the peak below 4 MVA?'

THE SWEET SPOT: The Western Power 'Shock Letter' Q&A → Calling Zenith & Engineering the ≤4 MVA 'Skinny Connection'

PHASE 5

T - 18 Months (Late 2021 – Early 2022) – AI INTERCEPT WINDOW

STAGE B: THE WESTERN POWER SHOCK & MICROGRID PIVOT

The Western Power Q&A Shock: Coastal 22kV Radial Feeders Out of Mullaloo Are Full

PLAIN-ENGLISH TRANSLATION (WHAT ACTUALLY HAPPENS & WHY)

Western Power's engineers deliver the bad news: Ocean Reef sits at the very end of the existing 22kV suburban power lines running out from Mullaloo Substation through established 1980s neighbourhoods. Those lines cannot handle a sudden 10+ MVA jump without tearing up kilometres of suburban streets to lay new high-voltage feeder cables back to Mullaloo Substation at a cost of millions of dollars and years of disruption!

DEEP FORENSIC FACTS (EXACT ENTITIES, NUMBERS, DATES & FILINGS)

- Ocean Reef sits at the coastal extremity of radial 22kV feeders originating from Mullaloo (MLO) Zone Substation.
- Adding 10+ MVA of concentrated mixed-use load at the end of those feeders would breach thermal and voltage-drop limits, requiring expensive customer-funded HV feeder reinforcement trenched through established suburbs back to Mullaloo Substation.
- Furthermore, the high density of planned rooftop solar (5.5 MW across apartments, commercial roofs, and houses) would cause severe midday voltage rise on the weak coastal feeder unless stored locally behind a microgrid.

BATON HANDOFF: Western Power Access Planning →

Stantec / GHD & DevelopmentWA Executive Team

Trigger Event: Western Power Feasibility Study response flagging coastal feeder augmentation costs

Q&A & FRICTION IN THIS PHASE

Technical Q&A with Western Power confirming that standard connections could neither support the 10+ MVA peak import nor allow 5.5 MW of precinct solar export.

AI DATA TRAIL & PHONE QUESTION

Data Caught: Western Power NOM Feeder & Substation Constraint layers + DevelopmentWA Microgrid EOI preparation.

Ask on Call: To Electrical Consultant: 'How often do coastal or infill developments at the end of radial 22kV feeders get hit with multimillion-dollar trenching quotes back to the nearest Zone Substation?'

PHASE 6

T - 14 Months (2022)

STAGE B: THE WESTERN POWER SHOCK & MICROGRID PIVOT

DevelopmentWA Tenders Microgrid BOO → Zenith Wins (5.5 MW Solar + 4.6 MWh BESS)

PLAIN-ENGLISH TRANSLATION (WHAT ACTUALLY HAPPENS & WHY)

Having seen how well Zenith's microgrid worked at Peel Business Park, DevelopmentWA puts the Ocean Reef Marina microgrid out to tender on a Build-Own-Operate (BOO) basis. Zenith Connected Energy (Ocean Reef Renewable Energy Pty Ltd) wins the contract! They shrink the Western Power connection down to a ≤4 MVA 'Skinny Connection' and commit to building 5.5 MW of solar + a 4.6 MWh central community battery at zero capital cost to the government.

DEEP FORENSIC FACTS (EXACT ENTITIES, NUMBERS, DATES & FILINGS)

- DevelopmentWA ran a competitive tender for the Ocean Reef Marina Microgrid Operator (15-to-25 year Build-Own-Operate concession).
- Zenith Connected Energy (Ocean Reef Renewable Energy Pty Ltd) won the contract, replicating and scaling up the Peel (EDL7) blueprint:
- 1. 'Skinny Connection' Compression: Compressed the >10 MVA precinct peak down to a ≤4.0 MVA Master Boundary Connection on the existing Ocean Reef 22kV feeder—avoiding multi-kilometre HV feeder trenching back to Mullaloo Substation.
- 2. Precinct Generation & Storage: 5.5 MW of distributed/rooftop Solar PV across commercial, apartment, and residential roofs + 4.6 MWh of Central Community Battery (BESS) storage (<10 MW AC zero-export configuration).
- 3. Mandatory Participation: Built into the Ocean Reef Marina Design Guidelines & lot sale contracts for all green-title homes, apartment strata schemes, and commercial marina tenants.

BATON HANDOFF: DevelopmentWA Procurement & Infrastructure Team →

Zenith Connected Energy (Ocean Reef Renewable Energy Pty Ltd — Rob Breden & Thomas Friberg)

Trigger Event: Award of Ocean Reef Marina Microgrid BOO Concession Agreement (2022–2023)

Q&A & FRICTION IN THIS PHASE

Commercial & architectural Q&A: integrating a 4.6 MWh central BESS enclosure into a flagship coastal architectural precinct (acoustic attenuation, coastal salt-spray corrosion rating, and aesthetic screening) and coordinating apartment parent/child embedded sub-metering.

AI DATA TRAIL & PHONE QUESTION

Data Caught: WA Tenders / DevelopmentWA Contract Award Notice + ASIC registration of OCEAN REEF RENEWABLE ENERGY PTY LTD .

Ask on Call: To Precinct Developer: 'At Ocean Reef Marina, how did Zenith handle the architectural screening and acoustic design of the 4.6 MWh community battery so it blended into a premium coastal residential precinct?'

● Microgrid SPV & ERAWA 21-Day Public Licence Q&A → EPC
Common Trenching, BESS Build & WP Relay Witness Testing

PHASE 7 T - 10 Months (2023) ● STAGE C: REGULATORY Q&A, EPC BUILD & COMPLETION

ERAWA 21-Day Public Q&A & Grant of Distribution Licence EDL9

🧠 PLAIN-ENGLISH TRANSLATION (WHAT ACTUALLY HAPPENS & WHY)

Because Ocean Reef Marina has green-title houses, apartment blocks, and commercial shops separated by public roads, Zenith applies to the WA regulator (ERAWA) for Electricity Distribution Licence EDL9. After the mandatory 21-day public Q&A period, ERAWA grants EDL9 to Ocean Reef Renewable Energy Pty Ltd.

📁 DEEP FORENSIC FACTS (EXACT ENTITIES, NUMBERS, DATES & FILINGS)

- Ocean Reef Renewable Energy Pty Ltd applied to ERAWA for Electricity Distribution Licence EDL9 covering the Ocean Reef Marina Improvement Scheme boundary.
- ERAWA conducted the statutory 21-day public consultation and Q&A review, verifying technical distribution standards, coastal marine cable protection, and consumer protections across both residential and commercial/marine customers.
- ERAWA formally granted EDL9 in 2023—making Zenith 3-for-3 on WA green-title microgrid distribution licences (EDL7 , EDL9 , EDL10).

🏃 BATON HANDOFF: Zenith Regulatory Team → Economic Regulation Authority of WA (ERAWA)

Trigger Event: Grant of ERAWA Electricity Distribution Licence EDL9

⚡ Q&A & FRICTION IN THIS PHASE

ERAWA technical Q&A on servicing mixed green-title residential lots AND multi-tier strata apartment buildings inside a single EDL9 distribution boundary.

📁 AI DATA TRAIL & 📞 PHONE QUESTION

Data Caught: ERAWA Licence Register (EDL9 decision notice & map PDF).

Ask on Call: To Apartment / Mixed-Use Developer: 'Did you know Zenith's EDL9 licence at Ocean Reef Marina allows a single microgrid to wire both green-title houses across public roads AND multi-storey apartment buildings under one unified community battery?'

PHASE 8 T - 5 Months (2024-2025) ● STAGE C: REGULATORY Q&A, EPC BUILD & COMPLETION

Landside Civil Trenching (RJ Vincent), Private HV/LV Reticulation & WP Relay Q&A

🧠 PLAIN-ENGLISH TRANSLATION (WHAT ACTUALLY HAPPENS & WHY)

Once the ocean breakwaters are finished, civil contractor RJ Vincent moves in to build the internal streets, sewer, water, and boardwalks for Stage 1. In the exact same road trenches, Zenith's electrical crews lay the private underground microgrid cables, install the central BESS switchroom, and run Western Power protection relay tests at the boundary meter.

📁 DEEP FORENSIC FACTS (EXACT ENTITIES, NUMBERS, DATES & FILINGS)

- Civil contractor RJ Vincent executed the Stage 1 landside civil earthworks, retaining walls, and road trenching.
- Zenith's delivery team installed the private 22kV HV / 415V LV underground cables, marine-grade pillars/switchgear, and boundary connection kiosk.
- Western Power Protection Engineers conducted boundary protection and zero-export relay Q&A and testing on the Mullaloo 22kV feeder interface.

🏃 BATON HANDOFF: DevelopmentWA Civil Superintendent (Stantec) & Zenith Delivery Team →

RJ Vincent (Landside Civil) + Electrical EPC + Western Power Commissioning

Trigger Event: Completion of Stage 1 landside road trenching & boundary substation installation

⚡ Q&A & FRICTION IN THIS PHASE

Engineering Q&A on marine-grade corrosion protection (C5-M coastal rating) for transformers/battery enclosures and Western Power reverse-power relay grading.

📁 AI DATA TRAIL & 📞 PHONE QUESTION

Data Caught: DevelopmentWA Landside Civil Contract awards (RJ Vincent) + site progress bulletins.

Ask on Call: To Civil Contractor (RJ Vincent): 'Having trenched the underground microgrids at both Peel Business Park and Ocean Reef Marina, how smooth is coordinating trench handovers with Zenith compared to Western Power?'

Completion, WAPC Power Clearance & Title Issuance → 25-Year Retail Billing (95% Rev), WEM IRCR (5% Rev) & Phase 2 VPP

PHASE 9

T = 0 (2025–2026)

STAGE C: REGULATORY Q&A, EPC BUILD & COMPLETION

Boundary Energization, WAPC Power Clearance & Stage 1 Waterfront Lot Settlements

PLAIN-ENGLISH TRANSLATION (WHAT ACTUALLY HAPPENS & WHY)

The single 22kV boundary connection is energized, Zenith (EDL9) signs off the WAPC Underground Power Clearance condition for Stage 1 lots, Landgate issues the first coastal land titles, and builders begin constructing the first luxury homes, apartments, and marine commercial buildings!

DEEP FORENSIC FACTS (EXACT ENTITIES, NUMBERS, DATES & FILINGS)

- Western Power energized the master boundary connection point.
- [Ocean Reef Renewable Energy Pty Ltd \(EDL9\)](#) cleared the WAPC subdivision underground power servicing condition for Stage 1 land releases.
- First residential lots and built-form apartment/commercial sites settled and commenced building works connected to the private microgrid.

BATON HANDOFF: [Ocean Reef Renewable Energy \(EDL9 \)](#) & [Western Power](#) →

WAPC / Landgate → DevelopmentWA Sales Settlements → Builders & Precinct Developers

Trigger Event: WAPC Subdivision Power Condition Clearance & First Stage 1 Title Settlements

Q&A & FRICTION IN THIS PHASE

Onboarding architects and builders for the first coastal home and apartment lots onto the microgrid technical connection standards.

AI DATA TRAIL & PHONE QUESTION

Data Caught: Landgate Deposited Plan registrations + DevelopmentWA Stage 1 lot release announcements.

Ask on Call: To DevelopmentWA Sales / Delivery Lead: 'How strongly did buyers and apartment developers respond to the 100% renewable microgrid and discounted energy tariffs during the Stage 1 Ocean Reef lot releases?'

PHASE 10

T + 1 Month to 25+ Years (2026 – 2050+)

STAGE D: 25-YEAR OPERATIONS, BILLING & VPP EXPANSION

Ongoing Operations: Mixed-Use Load Sharing, Retail Billing (95%) & WEM IRCR (5%)

PLAIN-ENGLISH TRANSLATION (WHAT ACTUALLY HAPPENS & WHY)

Why is a mixed-use marina village like Ocean Reef even more profitable to run than a pure housing estate? Because cafés, shops, boat yards, and offices use power during the daytime when the 5.5 MW of solar panels are cranking, while the 1,000+ homes and apartments use power in the evening when the 4.6 MWh battery discharges! Zenith bills every home, apartment, and restaurant at a discount below Synergy (95% of revenue) while shaving the summer 4pm–9pm peak to capture AEMO capacity credits (5% of revenue).

DEEP FORENSIC FACTS (EXACT ENTITIES, NUMBERS, DATES & FILINGS)

- Complementary Load Diversity: Daytime commercial/hospitality/marina loads directly consume a huge share of the 5.5 MW solar generation in real time, while surplus midday solar charges the 4.6 MWh central BESS to supply the 4:00 PM – 9:00 PM residential evening peak.
- Revenue Stream #1 (95% of Cashflow): Retail electricity sales across 1,000+ dwellings and 12,000 sqm of commercial/hospitality tenants, capturing the unbundled 58.6% network + capacity margin while delivering discounted renewable electricity.
- Revenue Stream #2 (5% of Cashflow): AEMO WEM Reserve Capacity ([IRCR](#) at [\\$360,700–\\$488,500/MW/yr](#)) peak-shaving during the 12 summer SWIS peak intervals + potential Western Power Network Support ([NSSS](#)) services on the Mullaloo feeder.

BATON HANDOFF: [Zenith Construction & Commissioning Team](#) →

Zenith Connected Energy Retail Billing & 24/7 VPP Operations Centre

Trigger Event: Tenant/Resident occupancy & ongoing 25-year concession operations

Q&A & FRICTION IN THIS PHASE

Coordinating multi-tier embedded metering inside strata apartment towers alongside green-title residential smart meters.

AI DATA TRAIL & PHONE QUESTION

Data Caught: ERAWA [EDL9](#) Annual Compliance & Performance Reports.

Ask on Call: To Zenith Commercial Team: 'How much does combining 12,000 sqm of daytime hospitality/commercial load with 1,000+ residential dwellings improve battery utilization compared to a residential-only estate?'