



CASE STUDY

UNIVERSITY OF GEORGIA FAN COIL PROJECT

New Freshman Year Residence Hall (NFYRH)

Owner

University of Georgia (UGA)

Application

Student Housing

Price Sales Rep

Tom Barrow Company (TBCO)

Key Stakeholders

Kevin Cash, Austin Johnson (TBCO)

Joshua Cowart, Phillip Walton, William Becker (UGA Facilities)

THE CHALLENGE

UGA entered the NFYRH project with clear lessons learned from prior dormitory installations—most notably the Black-Diallo Building. Previous fan coil systems that were not designed to actively dehumidify experienced control instability, short cycling, and inconsistent comfort.

Key challenges included:

- + **Performance & Controls Uncertainty:** Determining whether fan coil-level dehumidification was required
- + **Operational Reliability:** Avoiding repeat issues from earlier residence hall projects
- + **Product Confidence:** Ensuring the selected equipment would perform as intended in real-world conditions

These factors drove the need for early validation and increased owner confidence before installation.

THE SOLUTION

Price, working closely with Tom Barrow Company and the University of Georgia facilities team, delivered a unified solution that addressed performance, constructability, and long-term operation from the earliest stages of the project.

The process began with a full fan coil mockup and performance test at Price's testing facility. This step allowed the project team to see the equipment operate under real conditions and confirm airflow, heating and cooling capacity, humidity control behavior, and control sequences before anything was installed in the building. Given issues experienced on previous residence hall projects, this early validation played a critical role in building confidence and ensuring the system would operate as intended.

Equally important was the opportunity for face-to-face collaboration. University, Contractor, and Tom Barrow Company representatives reviewed the mockup unit in person, gaining a clear understanding of how the equipment was constructed and how it would be installed and serviced. This hands-on review created alignment across all stakeholders and eliminated uncertainty around what would ultimately be delivered.



The mockup review also supported early planning for installation. By understanding how piping, electrical connections, and service access would be handled, the project team was able to accurately plan floor and wall penetrations, reduce field conflicts, and minimize disruption to the existing building—an especially important consideration in a retrofit environment.

Operational experience from earlier campus projects was intentionally incorporated into the solution. Feedback from facilities staff helped guide discussions around equipment serviceability, motor replacement, and long-term reliability. These lessons reinforced the importance of selecting configurations that simplify maintenance and reduce downtime, ensuring the system would remain effective well beyond initial occupancy.

Together, these efforts resulted in a solution that was not only validated before installation, but also aligned with how the building would be installed, operated, and maintained over time.

CONCLUSION

The UGA NFYRH fan coil project demonstrates the value of early performance validation, hands-on collaboration, and facilities-driven decision-making in residential HVAC applications. Through mockup testing, in-person reviews, and proactive coordination, Price and Tom Barrow Company helped UGA reduce risk, improve system confidence, and deliver a solution aligned with both performance goals and long-term maintenance needs. This project serves as a strong example of how early engagement and validation can lead to more reliable outcomes in higher-education housing environments.