

NASFAA's "Off The Cuff" Podcast - Episode 181 Transcript

Justin Draeger:

Hey, everyone. Welcome to another edition of "Off The Cuff", I'm Justin Draeger.

Allie Arcese:

I'm Allie Arcese with our communications team.

Megan Coval:

I'm Megan Coval, with our policy team.

Karen McCarthy:

And I'm Karen McCarthy, also with our policy team.

Justin Draeger:

I've got big news I want to share at the top of the hour. Megan Coval's father reached out to me on Facebook.

Megan Coval:

Oh, God.

Allie Arcese:

Are you friends?

Justin Draeger:

We are. We are getting to know each other, we are sending each other political memes and jokes. So, I stopped making a note, I was like, "Hey, who's this character? Look at it, it's..." I don't want to say his name, but I knew immediately it was your father, because I think he was holding one of your daughters, but I was like...

Allie Arcese:

I mean, if you like political memes, I'm going to tell my grandma to send you a request.

Justin Draeger:

You know what, connect her to me. I'm not very active on Facebook publicly, but we could Facebook Message-

Megan Coval:

I didn't even ask my dad about this, because I was telling Justin what happened was just like, "He got hacked, and had to create a new account," and what I ...

Justin Draeger:

As certain people do. It seems like this it's the same people in my Facebook who are always getting hacked.

Megan Coval:

Yeah, and I think because you're not the... Other people have sort of roundabout told me, "Oh, your dad friended me." I think what happened is, you know how all the suggestions come up? Justin must've come up as a suggestion, maybe Nick or something. I think you guys are friends, and I think my dad was just like, "Oh, add friend, add friend." So, I didn't say like, "Dad, you added my boss on Facebook."

Justin Draeger:

It's a weird thing, because I never know whether to be friends with staff on Facebook or not. But I'm friends with your husband and not friends with you, Megan. So that feels a little weird, but, anyway, your father found me and we're tight.

Megan Coval:

Oh, yeah.

Justin Draeger:

[crosstalk 00:01:55] And he's welcome to Virginia any time.

Megan Coval:

That's a good story.

Justin Draeger:

We've got a lot to talk about today, so we should probably dive in. Allie, do we have any member comments from the last episode?

Allie Arcese:

Yeah, we got a few, Raul Lerma, this was on the podcast episode, last week we had a few financial aid administrators on to talk about the new round of her funding. Raul said, "Great job." Al Pinckney said, "Thanks for your comments. It's interesting to hear how institutions are reacting to the second round of determining how to award and disperse funds."

Justin Draeger:

Well, people can remember to send us comments. We will go through them and try to pull some out to review on the air. Big news this last week. Soon to be, I guess, maybe Secretary of Education Cardona had his confirmation hearing in the Senate Health, Education, Labor, and Pensions Committee. I think we all tuned in, or watched portions of it in between meetings. What stood out to you guys? Any stand out moments?

Allie Arcese:

Overall, far less contentious than former Secretary DeVos' confirmation process.

Justin Draeger:

That's absolutely true But this is a guy who's steeped in education. President Biden said from the beginning, he was going to nominate a teacher. And you've got somebody who kind of started as a teacher, rose through the ranks. He's a head of the commission in Connecticut at this point. So, really understands K-12, and the connection to higher education. Anything else stand out to you all?

Megan Coval:

I don't know a lot about K through 12 policy, but he did strike me, and I think, especially what he said related to the higher ed piece, is kind of a middle of the road, or at least coming across very reasonable in nature and acknowledging where his areas of expertise were. And where he would maybe need to pull in other people. That's a good sign. Not knowing a whole lot about him, I thought that was positive.

Allie Arcese:

Yeah. One thing I liked too, was there were some questions asking him specifically like, "Do you think teachers should be able to do this or that?" And he kept making a point to say, "I like to refer to educators because there's many adult people in schools who are not teachers per se, but they contribute to a student's education."

Justin Draeger:

Very inclusive language. Like we're all in this together, everybody plays a role. I kind of like that too because in financial aid, often the financial aid administrators aren't the people teaching the courses, but we consider ourselves part of that education community. We're part of that higher education mission. There was another time where he was answering a question though, where I was like... Oh, he was bringing up where I live in Fairfax, where the teachers said they're not coming back unless all the kids are vaccinated.

Allie Arcese:

All the teachers.

Justin Draeger:

That was one where... I think they said teachers and students. Yes, Allie, and I can tell by the look on your face that you feel the way I do, which is like, "There's not even a vaccine for kids now." [crosstalk 00:04:55].

Allie Arcese:

It's going to be years.

Karen McCarthy:

When they said kids I thought the same thing. Are they insane?

Justin Draeger:

Well, they were asking him about this and this is where I was like, Megan and I, you and I are off-lining. And he was saying it like he didn't want to offend the teachers obviously, but he was, there are safe ways. We can open. Dah, dah, dah, dah. And I was like, this is where I wish sometimes people would just say, do you agree with this? I wish he would have just said no, because then they'll never be back in

person. So sometimes I feel like you can answer the question directly sometimes, but overall I'd say his performance was great.

Allie Arcese:

Better than blaming it on grizzlies.

Megan Coval:

The one thing I wanted to see what you guys thought about is, I don't know if you noticed, Justin and I already chatted about this, but when Senator Blumenthal introduced him, it was a very kind warm, glowing introduction. But he said he was talking about his rise within the profession. He said he really is a thing of legend. It's almost mythical his amazing career. And I was like, I would not want someone to introduce me that way.

Allie Arcese:

Yeah, no, that's setting the bar way too high.

Justin Draeger:

Nobody can live up to that introduction. That reminds me of my very first NASFAA conference. Very first where I was president, like had done nothing. I was literally just appointed. I got a standing ovation when I was introduced, which was so nice, but I felt like, "I've done nothing yet. I have not even given a speech yet." And it just sort of feels like it's a lot to live up to. So that was a legendary introduction. There was an exchange with Warren too, that stood out to me also, what happened? She was like in and out and I was in and out of meetings, but like-

Allie Arcese:

She started asking about student loan debt, but her video kept cutting out. And so they had to move on. And then the next thing you know, she was in the hearing room.

Justin Draeger:

Well, where was she before?

Karen McCarthy:

Her home in DC.

Justin Draeger:

Like, Oh, like in her DC apartment or whatever?

Karen McCarthy:

Well clearly, if she got there that fast.

Justin Draeger:

Well, all right, well she wanted it. That's dedication. Some people don't even show up for hearings. All right. So she got a question in-

Allie Arcese:

And she, sadly, is leaving the HELP committee.

Megan Coval:

Yeah. I think she was like, "I'm getting these questions on the record."

Allie Arcese:

While she's still there.

Justin Draeger:

Her question was about student loan debt, but then there was also this piece about federal student aid, right?

Karen McCarthy:

The office of federal student aid? Okay.

Justin Draeger:

Yeah. As I recall, the exchange was something along the lines of federal student aid and, and not really living up to its responsibilities to borrowers. And she made a dig at them about being in sort of the pocket or the interest of student loan, servicers and not student borrowers. This comes on the heels of her actually calling for the resignation of the COO. That was like a week or two ago. If the COO changes again, I can't even remember, Karen, you might remember. How many COOs is that in the last five years? Is this our fourth?

Karen McCarthy:

Oh no. I Googled it yesterday. I was hoping to find a page that had the listing of them all. And didn't find one and my memory, I don't remember.

Allie Arcese:

Who are we counting from? Like Jim Runcie...

Justin Draeger:

Jim Manning

Allie Arcese:

Oh, I forgot about Jim Manning.

Justin Draeger:

Wayne Johnson.

Allie Arcese:

Mark Brown.

Justin Draeger:

And Mark Brown. How many is that?

Megan Coval:

Five, right?

Justin Draeger:

Five right? Five in five. That's a lot of turnover. And I just wonder, this is supposed to be an operations position, but I do wonder to what extent when you have \$1.6 trillion of debt laying on all of these borrowers, if this is just in fact more of a political position than operations, I do think like people who come into this job and think just about operations - no way. It doesn't fly. Like you have to be in touch with the Hill all the time. Lawmakers are the ones who are most, they're creating the laws there. They want you to implement them. It's like going to your board of directors and saying, what are your priorities? So I can focus on those things.

Allie Arcese:

I feel like that's why Wayne Johnson didn't last all that long because he had like zero relevant, like financial aid experience. He had a lot in on the background of debit cards and whatever.

Justin Draeger:

Financial transactions and the infrastructure. There's a political nuance to this job that I think gets overlooked a lot. And I don't know if we're at the point where it's like a full on political appointee. It's clearly not in the law, but I mean in practice, but there's a political nuance to this job that I think sometimes just gets overlooked. Anyway, I guess more to come there.

Karen McCarthy:

I actually have a question. When Warren asked Dr. Cardona about FSA, or maybe there wasn't really a question and she was just expressing her opinion, like they tend to do in the hearings, but were there any questions about, "Hey, what are your plans for FSA seeing as how this isn't really your area of expertise?"

Allie Arcese:

No, she asked him like a series of yes/no questions that was like, "do you commit to being on the side of students and not loan servicers? Yes or no. Do you commit to, making FSA work for students?"

Megan Coval:

Yeah. It felt like a swearing in, by Elizabeth Warren. Her own personal. Yeah. She like really wanted to get him on the record on those things.

Justin Draeger:

In some ways the yes/no questions are like even more pressure because if you accidentally screw that up, it's binary. Like if you accidentally, I think she even used the word like greedy student loan servicers.

Allie Arcese:

Yes. The way the question is worded is, yeah.

Justin Draeger:

You wouldn't want to screw that up. That's what I'm saying. So Allie, what do you think from watching the hearing? Is he going to be sworn in as our next secretary of education?

Allie Arcese:

Yeah.

Karen McCarthy:

I have a question and... No, I wonder, because I was asking Megan, what happens next? Can we get to the part where we talk about like, so now they had the hearing and now what happens and-

Allie Arcese:

They'll have to schedule a vote, a committee vote.

Justin Draeger:

Yeah. So committee vote and then it goes to the entire Senate for a vote. Yeah.

Allie Arcese:

Yeah. But there were several Republicans on the committee who said they would support his nomination.

Justin Draeger:

Yeah. And to that end, I think we have a clip actually of the ranking member, Senator Burr, who kind of talked about his feelings and signaling to his members about Dr. Cardona.

Senator Burr:

Let me say from the beginning, thank you again for being here today, Dr. Cardona. I think you're eminently qualified and I look forward to working with the chairperson to expeditiously get your nomination through.

Justin Draeger:

All right. Some additional action happening now between the White House and Capitol Hill. Megan, what are the odds for an additional stimulus bill? Where are we in the process and how are Democrats planning on getting this done?

Megan Coval:

I think the odds are pretty high. We're just not sure how it's all going to get done and how it's all going to shake out. So where we are this week is that, fair to say the Biden administration's number one priority continues to be getting this additional stimulus bill through. And we talked about this last week, but just as a reminder, I think even before inauguration, they had sent up to the Hill their package, which would be a \$1.9 trillion stimulus bill. And it would have \$170 billion for education as a whole and anywhere from \$35 to \$40 billion for higher education. So right now the Biden administration is figuring out how to get this done. And they basically have two options. They can go what I think they are calling

their preferred route, which is to make it a bipartisan bill. But that of course would require them to get about 10 Republican... Just nine, I guess. Right?

Justin Draeger:

Well, you need 10 because Kamala only comes in if there's a tie.

Megan Coval:

Okay. But that of course would require them to bring over 10 Republicans. And right now Republicans have signaled they're not on board with this bill. They think it's too expensive. They think it's coming too quickly after just passing another big bill in December. So this week, 10 Republicans, more on the moderate side, put out their own version of a COVID bill, which would be, I think about a \$620-ish billion dollar bill and President Biden agreed to meet with them, to see if there were any areas of compromise. And I think it was a good meeting, but they walked away saying, we can't come to agreement here.

Justin Draeger:

Right? So if you're looking at goalposts, a president Biden put out something that's close to \$2 trillion, they came back with something that was like \$600 million. So you're talking like we're somewhere between \$600 million and \$2 trillion. And to your point about the 10 Republicans. And as we said before, the moderates are the ones, it's the 10 in the middle who went over and met at the White House to sort of talk and see if they could be a compromise. Right now, they're not close together. So if they're not going to be able to do their preferred route, what's the second way?

Megan Coval:

So the second path they can choose is a legislative procedure called budget reconciliation which has been used in the past and even for other student aid issues. And this is a tool that is used to fast-track legislation. It only requires a simple majority, which is obviously very important in the Senate right now. And the key to using this type of legislation is that the policy has to be related in some way, shape or form to the budget, particularly as relates to the deficit.

Justin Draeger:

Well, yeah, and as it relates to the deficit and the budget, that's all determined by the Senate parliamentarian, which we've talked about before, she becomes one of the most important people in the Senate because she figures out what can be in the bill or not. One thing, this is where it's like, you're always learning about new arcane rules. So one of the things that you were talking about a week or two ago, Megan, that was a surprise to me, is that the budget reconciliation bill doesn't actually have to result in deficit reduction. Is that right? It can increase the deficit. It just has to be dealing with the deficit.

Megan Coval:

So, so the committees are all given instruction. So you think of all the different committees in Congress, we work with education committees to craft a piece of legislation and they are either told it has to decrease the deficit by a certain amount, or it can't increase the deficit by a certain amount. So they're given these parameters. And as long as it's related to the deficit, in some way, shape or form, that's all that's really needed in the instruction.

Justin Draeger:

And so the house and Senate pulling together budget resolutions right now with reconciliations instructions in them. And again, looking at the moderates on the democratic side, Joe Manchin from West Virginia is the guy everybody's keeping their eye on. He signaled he'll vote for it. He'll vote for at least the budget resolution that has the reconciliation instructions.

Megan Coval:

Yeah. And the way they're going to make this work. And what leadership has committed to is they will essentially take the Biden proposal and then each committee will take their chunk of it. So if you think about the 170 billion for education and authorizing committees will essentially retrofit that into a piece of legislation that meets the deficit requirements that they were given. So it'll probably work. The reason it's I don't think the preferred method is it makes the other side angry.

Justin Draeger:

It's wholly partisan.

Megan Coval:

Yeah, but it's looking like that's what's going to happen.

Justin Draeger:

So one of the reasons this is consequential for schools is I was on a call with a bunch of public schools, well you and I were Megan, and you and I were both in and out of this meeting, but a bunch of the public institutions were saying like, are you spending your money now? Are you saving some of it? And I heard people saying, I'm spending it all now because we might get another tranch of funding before this is all said and done. So there's only so much money they want to continue to hold over when even more money might be coming into help school students, plus congressional intent being what it is, help your students as fast as possible.

Megan Coval:

Yeah. And one thing that's good news is that we haven't seen any specific legislative language on the Biden proposal, which I think is important to remember. But this week Chairman Scott was quoted maybe the conference where he was speaking, I think, and he made the remark that they seem to feel that, and I think this is true, and our schools would agree in us too, that the way that the money is being pushed out now through the higher education emergency relief fund is working well. I understand there's lots of little hiccups and things that frustrate us about it, but generally speaking, I think it's great if their plan is to just push it through the same mechanism.

Justin Draeger:

The goal is, to some extent, this is partial stimulus, partial emergency. At least those are the philosophical underpinnings that both means getting money out the door quickly. And so, even though there are these hanging questions, which we're going to be talking about in a webinar this Friday, even though there are these hanging questions. Schools could just sort of pick up the playbook from last time around and at least block grant a significant part of this, this money out the door now. All right. Anything else on this, Megan, before we move on?

Megan Coval:

Overall timing is that the committees were instructed to have their detailed legislative proposals in for how they would make this work within the reconciliation process by February 16th. So the budget resolutions themselves should both be passed by the end of this week. And then this could move pretty fast.

Justin Draeger:

Yeah. All right. Well, we'll keep our eyes open. Allie, this week, both the Senate and the House finished up their committee assignments, any big changes we should be aware of?

Allie Arcese:

So Senator Warren will be moving from the HELP committee to the finance committee, moving on to the help committee, are senators, Luján, and Hickenlooper. We'll be seeing more from them. And then on the house side, one interesting appointment to the house committee from the Republicans that has caused quite a bit of controversy is representative Marjorie Taylor Greene from Georgia. And this has been particularly controversial because she has said in recent weeks, months, years that the school shootings at Sandy Hook elementary school and in Parkland were manufactured.

Justin Draeger:

Yeah, that's right. She called them a false flag or agreed with comments at least on social media that they were a false flag. The idea here is this is a conspiracy theory that somehow anti-gun right folks planted these or planned these shootings because it would drive people to an anti-gun position, which obviously is abhorrent. Beyond that she also called one of the Parkland survivors "an idiot."

Allie Arcese:

And there's video of her following him on the street about a year or two ago, just following him, harassing him, saying like, why did you fake this?

Justin Draeger:

Yeah, this is really... First, of all, I find it shocking that she's been put on the education committee, right? Given that, that guns in schools, school safety will definitely be one of the things that Congress is tackling in the next two years. And I keep, at the beginning of this, I kept wracking my brain with the fact that what do you do with someone who personally I find reprehensible, but who is elected. She was elected and sent to Congress to represent a constituency. I add this to like changes in thoughts that I've had in the last year, which is, for example, I have this long running list now of things I used to think were stupid that I don't think are stupid anymore.

Justin Draeger:

Constitution Day. I used to think Constitution Day was stupid until January 6th. And then I thought, this is the most important day of the year. And it's clear to me that most people in this country have no idea what's in the constitution. They're dressed up in constitutional language, in a nationalistic way, without actually knowing what's in the constitution. So that's one thing. Two is I used to think party control over money, campaign finances, and who's running used to be overbearing. Now I realized that like party control is actually something that is utilized to sort of keep conspiracy theory, reprehensible, what I think are either insane or morally bankrupt people, out of elected office. And so last night, the Republican conference actually met to have a vote about-

Allie Arcese:

Liz Cheney.

Justin Draeger:

... And Marjorie Taylor Greene. And neither of them were removed from either their committee assignment or their position of leadership. Liz Cheney, of course, was having a day of reckoning because she was one of the few Republicans in the House to hold up the impeachment vote against Donald Trump. So all of that is to say, we joke about a lot of things, but there seems to be less and less for me to joke about anymore.

Allie Arcese:

And those two votes, the fact that they were happening in tandem, like someone who voted their conscience and someone who has apparently on social media liked and supported comments that encouraged assassinating democratic lawmakers, very different.

Megan Coval:

You know what is also disappointing? That weren't these secret ballots too? So I thought that was especially more disappointing on the Marjorie Taylor Greene one. I know people are obviously worried about their votes being public sometimes and what that means and this was like a real opportunity for people to hopefully be able to vote what they were really feeling.

Justin Draeger:

Well, we're going to see what happens. For now she remains on the Education Committee and if nothing else, there will be more eyes and cameras on the education committee at least for the next two years.

Allie Arcese:

And House Democrats are not happy about this appointment. In fact, we have an audio clip from Speaker of the House Nancy Pelosi discussing Marjorie Taylor Greene's appointment to the committee.

Nancy Pelosi:

What I'm concerned about is the Republican leadership in the House of Representatives who was willing to overlook, ignore those statements, assigning her to the education committee when she has mocked the killing of little children at Sandy Hook elementary school, when she has mocked the killing of teenagers in high school at the Marjory Stoneman Douglas high school, what could they be thinking? Or is thinking too generous a word for what they might be doing? It's absolutely appalling. And I think that the focus has to be on the Republican leadership of this House of Representatives for the disregard they have for the death of those children.

Justin Draeger:

Well, there it is. We will obviously be paying very close attention to the education committees as we always do on the House and Senate side. Let's move on. Karen, I understand that there's been some email confusion over at the Department of Education related to this HEERF funding. Can you catch us up on what's happening?

Karen McCarthy:

Sure. This is kind of a shift. We went from Marjorie Taylor green to grant award notifications and the HEERF funding.

Justin Draeger:

I don't know how to bridge that divide. So this is just like life in the last year. It's a rollercoaster.

Karen McCarthy:

Okay. So when schools started getting their GANs, which is their grant award notification about their HEERF 2 funds, they alerted us pretty early on that the dates on the GAN reflected dates from HEERF 1 funds. So the way that they set the HEERF 2 up is that technically it's a supplement to the HEERF 1, but they did not at the time modify the dates that were on the GAN. And so schools were getting a GAN said they needed to spend all of these funds by in most cases some day in April. And that's because you had a year to spend your HEERF 1 funds from the date that you got it. Most schools got that last April. So that April, 2021 date would be on there. And the problem with that is that they're now getting new funds and the GAN still says April 2021. And the new funds also have a one year spend-by date. So they get an additional one year to spend these HEERF 2 funds.

Karen McCarthy:

Okay. So, school said "Hey, our GAN dates need to be updated. What's the problem here?" So we alerted the Department of Ed and the Department of Ed acknowledged that there was an error. And they said, we'll go back and fix that. In the meantime, we are really focusing our efforts on getting the HEERF 2 funds out to schools. So we said, okay, great. You're going to go back and fix that. And we told schools that your GAN dates will be adjusted. And the most recent activity in this space is that apparently there are automatic emails set up within the grant system over on the Department of Ed side. And what it appears is because the GAN date say all this money needs to be spent by April 2021. Now, as schools are getting these HEERF 2 monies, it looks like schools have millions and millions of dollars that they are sitting on that they need to all expend within two months.

Justin Draeger:

Yeah. And we keep getting questions about this, right? Schools are like, "I thought I had a year to spend these new funds, but everything I'm getting is saying it needs to be spent by April." Right?

Karen McCarthy:

Yes. And they do have a year to spend these new funds. So Ed made the initial mistake and now their system is sending out automatic emails to schools saying, "Hey, it looks like you have a lot of money and you have to spend it all by April 21st. And this is April, 2021. This is concerning to us." And it asked schools to email them with, "Hey, how much money do you still have? What are your plans for spending it? Do you think you're going to have any extra money leftover?" And so we followed up with the Department to say, "Hey, why are you sending these? Who got them? Are they really just responding to this email, to this person, with this information? Why are you doing this?" And what we learned is, Oh, those are automatic emails that are triggered by our system because of the error in the GAN dates.

Karen McCarthy:

So it looks like schools are sitting on all this money that they need to spend by April. And they really don't need to spend all that money by April. So the department said, schools can just disregard the email. They don't need to respond. So that's good. But then I did follow up with the department and say,

"thank you so much. Do when you're going to be fixing this GAN error?" And they do not. They don't have a timeline for that. So I responded that, "That's fair. In the meantime, have these automatic emails been turned off?" Because I imagine they're just like periodic reminders. If you still have all that money, you're going to keep getting these emails. Yes. And they are not aware that they have been turned off. So schools might continue to get emails telling them, "Hey, you're sitting on a lot of money," until the department fixes their first mistake on the GAN.

Justin Draeger:

So this has been a saga where we are producing the rights that we would sell to people for a TV miniseries. But this is what I want the NASFAA listeners to know, is that, Megan, I think you've been on the same emails that I've been on. Like, I've been getting updates about this from Karen for like the last week and a half. And every email I get from Karen is like an escalation in exclamation points that Karen's using. So this is how I know Karen is worked up and working it for NASFAA members to get this sorted out.

Karen McCarthy:

I'm trying. There were two separate, I didn't know that all this was all connected. And so once I was like, "Oh, the first mistake led to the second mistake and we don't know when any of it will be fixed," it was a revelation.

Justin Draeger:

Business as usual.

Megan Coval:

Yeah. Like you thought there might be somebody whose job was to be like, "I wonder if this first mistake is connected with any potential follow-up mistakes." And it didn't say... There's a lot going on, but in a way, Karen, when we were talking about this earlier in the week, this email schools were getting, Karen and I were like, "Oh my gosh, like, how are they having time to follow up on all this stuff?" We were having trouble getting our questions answered. So in a way it's sort of a relief to know that like this too was an error.

Justin Draeger:

But Karen, this is where I know we're, we're definitely in sort of like a Kafkaesque loop: at the very end of all of your emails where you were sent back to the HEERF mailbox or whatever, that general mailbox, that's when you know you've reached the abyss of no response.

Allie Arcese:

They were like, no human here can help you.

Justin Draeger:

Is that, just tell me, did that happen, were you like "now back to the general HEERF mailbox?"

Karen McCarthy:

Yes. At the end, when I did ask, "can you stop the automatic emails?" I was referred to the G5 helpdesk.

Justin Draeger:

Yeah. That's what I love the best, is that you've gone through all these people. And at the end, you're shown the door that goes to an empty closet. And they're just a bunch who want to shut you in that door. Okay. Well, we'll keep working on this issue. In the meantime, schools do have another year to spend those new funds. So, okay.

Justin Draeger:

Hey, I want to this week, do you guys know big day on Sunday? Superbowl? Do not Google. I just want to ask you all, some very fast facts to see if what's happening. Who's playing in the Superbowl? Anybody know?

Allie Arcese:

Tampa Bay-

Justin Draeger:

The Tampa Bay Buccaneers, yep.

Allie Arcese:

And... I don't remember.

Megan Coval:

Tom Brady.

Karen McCarthy:

The Chiefs!

Justin Draeger:

Yeah, the Chiefs! That's right, Tom Brady's with Tampa Bay. Okay. And where are they playing?

Allie Arcese:

Tampa Bay.

Justin Draeger:

That's right. That was the first time that, uh, yeah. So, okay. What time are they playing?

Allie Arcese:

6:30 PM.

Justin Draeger:

That's right. That's when officially, you're on a roll here, Allie.

Allie Arcese:

Pascal told me that this morning, because I was like, it doesn't start earlier? That's so late!

Justin Draeger:

Well, it starts late, because it's east coast. So we want our West coast people to not have to tune into the Superbowl at 9:00 AM. So what channel is it on?

Allie Arcese:

Sports channel.

Karen McCarthy:

That I don't know.

Megan Coval:

Is it one of the major networks?

Allie Arcese:

Who owns the Superbowl?

Justin Draeger:

It's CBS this year. All right. So you're doing pretty good. I do feel like Allie may have been carrying most of the water here. How much does a 30 second spot cost on the Superbowl these days?

Megan Coval:

A hundred thousand dollars.

Allie Arcese:

Probably way more than that, right?

Justin Draeger:

Yeah. In the 19th-

Karen McCarthy:

Are there going to be any Tom Brady questions? I'm good at the Tom Brady.

Justin Draeger:

Whoa whoa. What are we scratching the surface of here, Karen? You just a Tom Brady fan? I think he's like the most hated person in football.

Karen McCarthy:

He is!

Justin Draeger:

Maybe in professional sports.

Karen McCarthy:

Yeah. Yeah. He's like hating the Yankees or Duke basketball.

Justin Draeger:

If you're so conic though. You're going to attract the haters. That's to be expected. No, I don't have any Tom Brady questions. \$5.5 million for 30 seconds.

Megan Coval:

And did I hear this year that some of the big companies were not having spots?

Justin Draeger:

I did hear that.

Karen McCarthy:

Budweiser!

Megan Coval:

They were going to give their money to something else I think.

Allie Arcese:

Yeah.

Justin Draeger:

NASFAA. Is it the Dallas Martin endowment?

Megan Coval:

One hell of an internship this year, huh.

Karen McCarthy:

Would we take money for Budweiser?

Justin Draeger:

Yes.

Allie Arcese:

Yes!

Megan Coval:

Sure, yes!

Justin Draeger:

Budweiser, if you're listening, we will accept your donation happily.

Allie Arcese:

They're going to sponsor the next "Off The Cuff" flip cup tournament.

Justin Draeger:

Absolutely. Yes. Why wouldn't we?

Allie Arcese:

Zero conflict of interest.

Justin Draeger:

I mean, I don't drink, but I think everybody else does.

Allie Arcese:

Oh, I don't drink right now either just to add. Surprise. I'm pregnant.

Justin Draeger:

Yay. Allie's pregnant!

Allie Arcese:

It's not a surprise. You guys have known for weeks.

Justin Draeger:

Yeah. If that was actually my response, when you told me you're pregnant, you would be really disappointed.

Allie Arcese:

Yay!

Megan Coval:

Yay!

Allie Arcese:

Like, "rude?"

Justin Draeger:

Yeah. It's fall, right? Late summer?

Allie Arcese:

I'm due the week of the NASFAA conference.

Justin Draeger:

Oh, really? It's in June? Well, you're not even showing it at all from your shoulders up, so...

Allie Arcese:

I know. Right?

Karen McCarthy:

I was going to say, of course we haven't seen her stand up since March.

Justin Draeger:

I've only seen heads for a year.

Allie Arcese:

I don't know. Sometimes I look in the mirror. I'm like, are we sure?

Justin Draeger:

Congratulations to you Allie. Now our listeners can join in and send you a congratulatory note.

Justin Draeger:

Well, folks remember to tune in for this Friday's webinar, two o'clock Eastern time. Remember to subscribe to the podcast, tell your friends, send in your comments. We will talk to you again soon.