



Los Arroyos

Mexican Restaurant & Take Out



Event Catering 2026

Thank you for considering Los Arroyos for your big event!

This packet includes a detailed overview of our process, menu details, staffing questions, and pricing.

The first step is for you to review this packet. If you'd rather review it with our Catering Manager, print it and bring it to your tasting appointment with her.

The second step is to contact our Catering Manager Areli Miguel to see if your date is available. Her number is 805-695-6213. Texting is the quickest way to reach her! If your date is available, Areli will hold it for you until you decide you'd like to work with us and you send us a deposit.

The third step is to schedule a tasting with Areli at one of our locations. Even if you are a regular customer, there are items we offer for on-site catering that you might not have tried, and this tasting appointment is a great time to try something new! This appointment is where we will decide your final menu and discuss all the services we offer. Areli will answer all your questions and clarify what we provide and what else you need to make your event a success.



Once you've reviewed this packet, confirmed your date is available and tasted our food, Areli will send you an email with your estimated total. Please send a deposit of 50% the estimated total to the name and address listed in the DEPOSIT section of this packet. Areli will hold your date for you until you send us a deposit. If you haven't yet sent a deposit and another customer asks us for the same date, Areli will contact you and confirm your commitment to us. You will need to send a deposit within a few days for her to continue to hold your date, otherwise she will move forward with the other customer.

Our kitchen orders the food for your event a few days before your event, so the final month before your event will be the most important time to communicate any menu or staffing changes with Areli. If your event is several months away and you'd like to contact her, please know texting is the quickest way to reach her! She has at least one event every week during the busy seasons, and she may not respond to emails quickly.

When your event is about a month away, Areli will contact you to schedule a walk-through at the venue one week before the event. At this appointment, Areli will go over the final floor plan, unloading and serving logistics, and other final details. At this appointment you will give her your final guest count and she will update your contract to reflect the balance due. You will pay your balance due at the end of your event as our staff are cleaning up and preparing to leave.

Once your big day has arrived, your work is over and we will take care of everything! You and your guests can relax and enjoy the day you've been planning for, with delicious homemade authentic Mexican food to satisfy everyone's appetite.

We look forward to serving you!





Buffet Sample Menus

SOFT TACO BAR

(starts at \$50 per person)

Fresh Chips
Homemade Salsas
Homemade Guacamole
Cheese Quesadillas
House Salad with balsamic dressing
Grilled Steak and Grilled Chicken
Roasted Veggies
Rice and Beans
Flour & Homemade Corn Tortillas
Garnishments for Soft Tacos

FAJITA BAR

(starts at \$60 per person)

Fresh Chips
Homemade Salsas
Homemade Guacamole
Cheese Quesadillas
Caesar Salad
Steak and Chicken Fajitas
Roasted Veggies
Rice and Beans
Flour & Homemade Corn Tortillas
Garnishments for Fajitas



VEGETARIAN MENU

(starts at \$55 per person)

Fresh Chips
Homemade Salsas
Homemade Guacamole
Potato Taquitos
Cheese Quesadillas
Tropical Salad with tropical dressing
Chile Rellenos
Vegetable Tinga Soft Tacos
Cheese Enchiladas
Rice and Beans
Flour & Homemade Corn Tortillas
Garnishments for Soft Tacos

SEAFOOD MENU

(starts at \$70 per person)

Fresh Chips
Homemade Salsas
Homemade Guacamole
Tamarindo Shrimp Skewers
Ceviche Tostaditas
Mama's Salad with balsamic
or ranch dressing
Halibut or Swordfish Kabobs
Fish Soft Tacos
Roasted Veggies
Rice and Beans
Flour & Homemade Corn Tortillas
Garnishments for Soft Tacos



Beverages

Los Arroyos can provide a bartender to staff your bar and serve the beverages either we or you provide.

If you are planning a self-serve bar,
we are happy to set it up for you.

If we provide beverages for your event,
we will provide the necessary tables, ice, buckets and supplies for the bar.



BEVERAGES CHARGED

Per Beverage Ordered

Imported Mexican Beer \$6.50/each
O'Douls Beer \$6/each
SB Winery Chardonnay \$10/each
Brander Cabernet Sauvignon \$10/each
Arroyo Margaritas \$12/each
Soda \$4.50 /each
Bottled Water \$3/each
Ice Water \$3/person
Jarritos \$4.50/each



BEVERAGES CHARGED

Per Person For Total Guest Count

Coffee \$4/person,
regular + decaf \$6/person
Aguas Frescas \$5/person
(Jamaica, Horchata, Tamarindo)
Iced Tea \$4/person
Lemonade \$4.50/person
Hot Tea \$4/person



We take care of everything!



UNIQUE OFFERINGS

- We never run out of food!
- Our popular homemade corn tortillas are prepared fresh on site.
- We supply our own top of the line portable kitchen, allowing us to cook your meal almost anywhere.
- A variety of menu items including flexible options for most dietary needs.
- Plated or buffet style available.
- Coffee and dessert service available.
- No cake-cutting fee.
- Festive Mexican uniforms worn by staff are available to enhance the Mexican theme for your event.
- We are happy to recommend rental companies for your china and linens, and music companies for mariachi, harpists and guitarist.

INCLUDED SERVICES

- Setting up reception tables.
- We provide tables for our kitchen, buffet, appetizer and dessert stations.
- Discounted price for chafing dishes to keep the food hot and fresh.
- If china is not used, paper plates, napkins, plastic utensils are provided free of charge.
- If we provide beverages, plastic cups are provided free of charge.
- Clearing the tables of china, silverware and napkins.
- Rinsing and packaging the rented china, glasses and linens for pick up.
- Taking the trash with us for disposal if there's no available space for it on site.
- We review your rental order to ensure your event runs smoothly and has everything you need.



Additional Food Items Offered

When choosing items for your menu, we recommend you start with three types of entrees. However, all of our menus are extremely flexible.



INCLUDED

With every catering menu

Fresh Chips, Homemade Salsas, Homemade Guacamole

Cheese Quesadillas

Salad - Ensalada de la Casa, Caesar, Mama's, or Ensalada Tropical

APPETIZERS

- Mini Tostaditas
carnitas or ceviche
- Flautitas- chicken,
beef or potato
- Taquitos- chicken,
beef or potato
- Baby BBQ Ribs- pork
- Roasted Zucchini
with requeson cheese
- Chicken Tinga Taquitos
- Tamarindo Skewers-
shrimp or chicken
- Mini Sopos- chicken
or beef
- Mini Nachos
- Fruit cups with tajin
- Street Corn

ENTREES

- Fajitas- grilled chicken, steak,
or shrimp
- Crispy Tacos- shredded chicken
or beef
- Tamales- chicken, pork, or rajas
- Enchiladas- cheese with
shredded chicken or beef,
red or green sauce
- Crab Enchiladas
- Chile Rellenos
- Soft Tacos- grilled chicken,
steak, pastor, or carnitas
- Camarones al mojo de ajo
- Chicken Mole
- Rajas con Queso
- Camarones ala Diabla
- Anaheim Chicken with cream sauce
- Roasted Veggies
- Swordfish Kabob with Tamarindo sauce

SIDES

- Rice
- Pasilla Chile
Cilantro Rice
(*vegan*)
- Black Beans
- Brown Beans

DESSERTS

- Mexican
Homemade Flan
- Mexican
Wedding Cookies
- Homemade
Churros with
Hazelnut chocolate
filling



Pricing

Our pricing charges per person, not per meal, allowing your guests to eat as much as they'd like!
With a buffet, a party of 50 usually requires 7 staff members.

Areli will update your contract on the day of your event if you have additional guests, if our staff stays for additional hours, or if anything else is added last-minute.

Although we make every effort to preserve your original menu and price estimate, we reserve the right to substitute items (with your approval) or raise our menu prices if the cost of our ingredients increases substantially, or if ingredients become unavailable.

CHILDREN AND VENDOR MEALS

Children under the age of 5 eat for free.
Children ages 5-12 are charged half the menu price and ages 12 and up are charged full price.
Vendor meals are charged half the menu price.



PRICING EXAMPLE

Menu Price per person:	\$50
Number of people:	50
Food subtotal:	\$2,500.00
20% service charge:	\$500.00
8.75% sales tax	\$262.50
Food cost total:	\$3,262.50
Number of hours:	7.5
Number of staff:	8
Charge per staff member:	\$35.00
Total staff charges:	\$2,100.00
Number of chafing dishes:	5
Cost per chafing dish:	\$30.00
Total chafing dishes cost:	\$150.00
Estimated total:	\$5,512.50
Deposit payment received:	\$0.00
Balance due:	\$5,512.50



Important Information



CONTACT INFORMATION

Please give us contact information for your authorized representative(s) on the day of your event. This person(s) will be responsible for answering all questions our Catering Manager has, including verifying and counting the number of guests at your event for an accurate final bill and other important day of decisions.

TIMELINE

Los Arroyos requires to arrive two hours prior to serving appetizers to ensure set up is complete and food is prepped. Typically after dessert, Los Arroyos will clean up and leave.

STAFF

Some tasks our staff assists with are set up and clean up, passing appetizers, refilling beverages and clearing plates in addition to helping you with any other tasks needed.

Go festive by having our staff wear traditional Mexican blouses and guayaberas, or go the classic route with white button down shirts.

TRAVEL COMPENSATION

Any venue outside of Santa Barbara County will be charged travel to and from our restaurant for each of our staff members. If there are 8 staff members traveling to your event and it's an hour away, the charge would be \$560 (8 people x \$35 per hour x 2 hours).

LINENS

To ensure clients receive the correct décor and color scheme for their event, we require you order your own linens. A list of what linens are needed will be listed on your contract.

PAYMENT

We accept personal or corporate checks and cash (no credit cards please). CA sales tax and an 20% service charge is added to your quote, however additional tips are always welcome.

CANCELLATION POLICY

Cancel up to 30 days prior to your event and receive a full refund of your deposit.

Cancel up to 14 days prior to receive 50%.

Cancel within 14 days of your event and no refund will be given.

DEPOSIT

Please send deposit to:

Tony Arroyo

PO Box 90259, Santa Barbara, CA 93190

A 50% deposit of the estimated total is required to hold your date. Your final guest count is due one week prior to event, and this is the minimum amount of guests you agree to pay for. You are welcome to continue making payments up until your event. The remaining balance and any additional charges are due at the end of your event.



On site catering testimonials

“I was blown away last night! We were all blown away last night! We had the BEST time, the BEST food. I can’t thank you enough for making the evening so special. Tony, you should be so proud of your amazing staff.

You [Los Arroyos] are so organized, efficient and professional and you make sure everything works out perfectly!”

- Robyn, Event Host

“I just wanted to say thank you to you, your staff and Tony for making the wedding such a success! I got a great message from [the bride] yesterday about how happy she was with everything. She was more than happy that I referred

Los Arroyos as her caterer. I was SO impressed with your service and professionalism I will be adding you to my preferred vendor list and look forward to working with you all again!”

- Shelley Eschleman, Simply Santa Barbara Events

“I wanted to thank you for the great job Saturday night. Everyone commented on how good the food was and how efficient and organized (and nice) the Los Arroyos people were. A special thanks to you for overseeing the whole evening and keeping me in check.

You were truly indispensable!”

- Julie, Event Host

We look forward to serving you!

