ANNEX 3
Analysis of survey questionnaire

The information about the MFM initiatives and the background of respondents was summarized. To analyze the variables that may hinder MFM respondents' answers in regard to the strength of the variables were coded on a scale of 1 to 4 where 4 marked the strongest barrier. In addition, "Don't know" and "Not relevant to my initiative" were coded as 0. Afterwards a factor analysis was performed to reduce the number of variables for further analysis. The application of the factor analysis was justified based on the Bartlett test of sphericity (χ^2 = 816.2, *df* = 231, *P* = 0.001) and the Kaiser-Meyer-Olkin measure of sampling adequacy (0.762). Oblique rotation method was selected as it can be assumed that factors hindering MFM are correlated in the real world.

In the factor analysis the original variables (n=22) formed six factors based on the Eigen values (larger than 1), a screen test and the variance explained (more than 60%). All variables in the analysis had communalities of more than 0.5. After the factor analysis summated scale variables were created based on the average score of the variables loading high on each factor (Table 1). As the new variables proved reliable based on item-to-total correlations and inter-item correlations, they were used in the further analysis. The created variables were non-normal so the Kruskal-Wallis test was performed to see whether differences exist between the regions and between the scales of initiatives.

TABLE 1. NEW VARIABLES FORMED IN THE FACTOR ANALYSIS

New variable	Number of original variable	Explanation of the original variable
Social	14	Negotiation capacity
	12	Stakeholder involvement
	13	Social conflicts about the impact of one management option to other products or services
	16	Distribution of benefits among stakeholders
	15	Gender participation or involvement
	17	Community-enterprise interaction
	20	Security of tenure
Economic	3	Opportunity costs
	4	Access to credit or financial resources
	2	Influence of product prices or PES on decision to engage in MFM
Policy	19	Legal framework
	18	Efficiency of administrative processes
	21	Institutional or management structures and frameworks

	22	Forestry education
Knowledge and skills	9	Availability of trained personnel
	10	Access to extension service or support
	11	Resources, knowledge and skills to accomplish diversification of the forest management
Silvicultural knowledge	5	Knowledge about forest resources and services
	6	Ecological and silvicultural knowledge
	7	Technology-related knowledge
Markets	1	Access to markets
	8	Market-related knowledge

Inductive qualitative analysis was used to categorize the respondents' recommendations on how to enhance the chances of success of MFM initiatives in their region or country. After initial coding, sensitizing concepts were used moving from broad categories (policy, social, technical and economic) to more narrowly defined categories such as "implementation", "community", and "financing".